A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

Incorporating *International Commerce*

JULY 26, 1971

Commerce Today

Coming Developments in Business and Technology

U.S. Merchant Marine Heads Toward 1980 Goal

FROM THE SECRETARY

The Pribilof Island Seals

There is growing national interest in the Pribilof Island seals, and through NOAA's National Marine Fisheries Service the Commerce Department has a fundamental responsibility for the seals program.

On a recent visit to Alaska I reviewed the harvesting practice there.

It may best be described as a triumph of wildlife management—a classic conservation success story—but we are looking ahead, nevertheless, to determine whether improvements are possible.

Harvesting

The program, unfortunately, has been subjected to some gross inaccuracies, half-truths, and falsehoods. These have led thousands of concerned Americans to misunderstand completely the government's position and its careful management of this renewable resource.

The time has come to set the record straight.

Early in this century, after years of indiscriminate killing, the Pribilof seals faced extinction. But an international agreement governing the taking of seals was reached in 1911, and since that time our scientific conservation measures have been so successful that the herd now stands at 1.3 million—near their maximum productive level.

Widely circulated stories to the effect that the government is decimating the herd, and that it slaughters baby seals, have no basis in fact. Only surplus bachelor seals are harvested, and these within rigidly prescribed limits.

Except for the fact that the operation takes place in the open, the method of harvesting is very similar to that which takes place in a meatpacking plant. It involves, all within about one minute, a quick blow to the head, immediate bleeding, and the skinning of the dead animal.

The method used is fully consistent with the Humane Slaughter Act. It is the most humane and the quickest way known to anyone. Numerous alternatives have been tried experimentally, but no better methods have yet been found.

Review

Nevertheless, we are continuing our quest for improved means of harvesting seals, if better methods can be found or developed.

My review of the harvest was conducted with representatives of the American Humane Association, the International Society for the Protection of Animals, and the Humane Society of the United States, as well as six veterinarians named by the American Veterinary Medical Association to study the methods employed in fur seal harvesting.

I have asked their veterinarians to make any recommendations for a more humane method of harvesting.

If their studies and their report indicate that a better method is practicable, it will be adopted.

Economics

The fur seal harvest also is the dominating economic interest in the Pribilof Islands. In the major Aleut community there, the harvest is the main source of gainful employment, and it provides for educational programs, housing, village facilities and other benefits.

To deprive the Aleuts of the seal harvest would deprive them of the dignity of gainful employment and make them totally dependent upon the Government.

I repeat, if and when more humane methods of harvesting are found and satisfactorily tested, they will be adopted. In the meantime, the fur seal management program continues to be one of the most effective conservation and management programs in history.

Maurice H. Stans

Commerce Today

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Vol. I, No. 21 July 26, 1971

4 Cargo Fleet Of Tomorrow Off The Drawing Boards Into The Shipbuilding Yards

New blood is injected into the shipping industry, as both builders and operators rebuild the U.S. Merchant Marine to meet President Nixon's objective of 300 new ships in 10 years.

8 Technology Forecasting—A Profitmaker Eliminates Blind Chance For Industry

An important management tool can help U.S. business to achieve higher profits when properly employed.

14 Iran's Dynamic Growth Stirring Wide Interest

Secretary Stans and U.S. delegation see rapid industrialization and many opportunities for U.S. investment during a recent visit.

18 Domestic Business Report

South still most populated region—Hotels offer Europeans lower rates—Candy sales on the way up—Federal funds help Puerto Rico—NAB pledges veterans 100,000 jobs—Ombudsman inquiries at 1,100.

26 Science & Technology Report

Industry's water use causing earth to sink—Medical, dental X-ray devices need more care in use to protect patients—Sea Grants to support fishing advisories—Currents, depths of Caribbean, Gulf to be studied—Patents of special interest.

31 International Commerce

Technology seminars build U.S. sales overseas—Quarterly market report includes 43 nations—June-July official actions on trade—Instrument makers expect sales in USSR—Major new port in France interests traders—Slower growth seen for Norway.

2 Economic Highlights

25 How Commerce Serves You

71 New Publications

COVER: *A new look for the growing U.S. Merchant Marine is the Lighter-Aboard Ships, which are built with their own hoist to load and unload the lighters at dockside. The LASH is one of the innovative concepts in cargo shipment that is helping rebuild the U.S.-flag fleet to compete more effectively for its share of import/export carriage.* *(Story on Page 4).*

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ECONOMIC
HIGHLIGHTS

GNP Registers Broad 2nd Quarter Gain, Building Momentum For Further Growth

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

Growth of the nation's output deepened and broadened in the second quarter as Gross National Product advanced by nearly $20 billion. As expected, the increase was not as large as that of the first quarter, but it was more broadly based and it has set the stage for continued healthy expansion.

The unusually large first-quarter advance of more than $32 billion included the hefty "make-up" production in the auto industry following the strike. In the second quarter, however, the business recovery spread to almost all major sectors of the economy.

The gain in consumer spending in the second quarter was better balanced than in the first quarter, although not as large in total. Excluding autos, however, the second quarter increase in consumer spending was substantially higher. Nevertheless, the consumer saving rate rose because of the big jump in personal income, due in part to the retroactive payment of higher social security benefits.

In the investment sector, housing scored another major advance and plant and equipment spending increased moderately. Outlays by state and local governments registered another gain while Federal expenditures declined because of defense cutbacks.

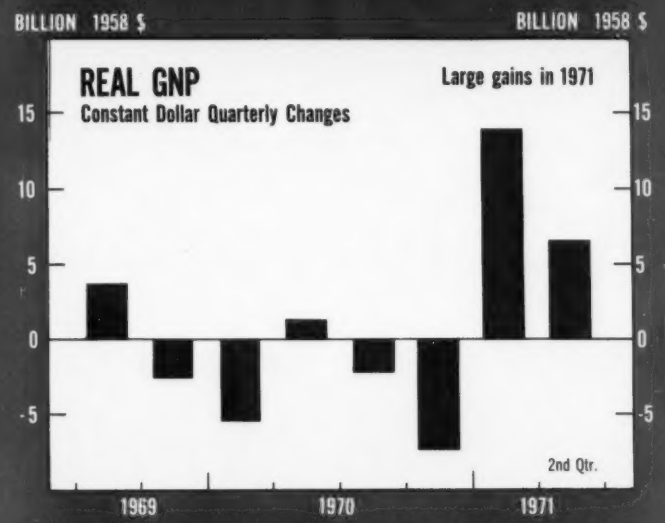
In the third quarter, a runoff of steel inventories is likely—regardless of whether there is a steel strike—and this will be a negative factor. Most other sectors, however, show promise of substantial gains.

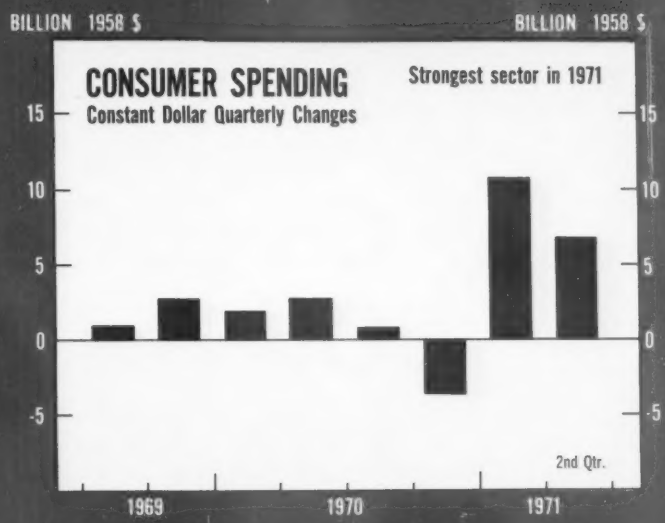
The large financial reserves, the increasing incomes, and the growing confidence of consumers indicate rising retail sales. The recent high rate of housing starts virtually assures another large gain in residential construction in the third quarter. State and local outlays should continue their strong uptrend. Finally, Federal expenditures are likely to be rising, in part because defense cutbacks are coming to an end.

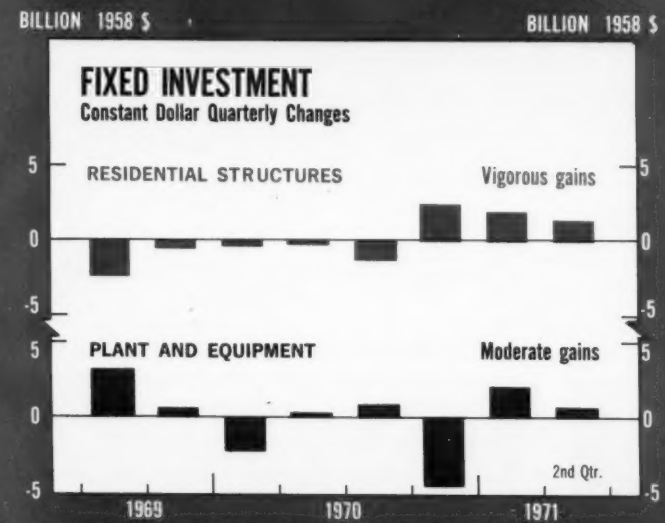
Other economic developments

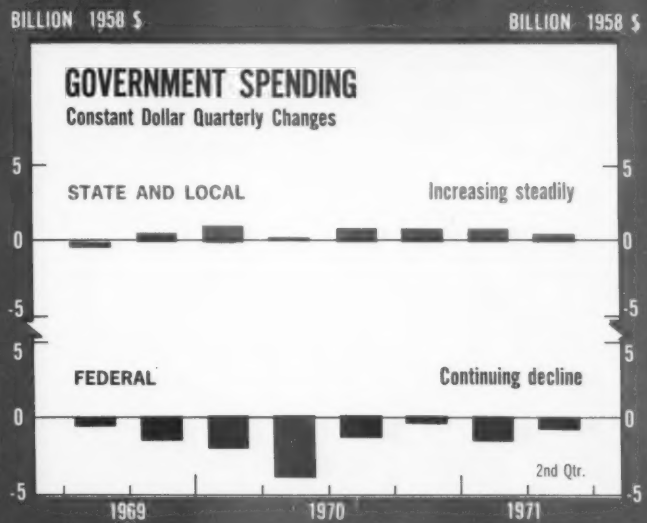
The unemployment rate dropped sharply in June. Although one month's change should be interpreted with caution, especially in the summer when seasonal adjustment is difficult, there are clear indications of declining unemployment during the first half of 1971. Whichever of several methods of seasonal adjustment is utilized, labor market data show a decisive improvement of about half a percentage point in the rate of unemployment from January to June. A similar improvement is evident in the unemployment rate for married men.

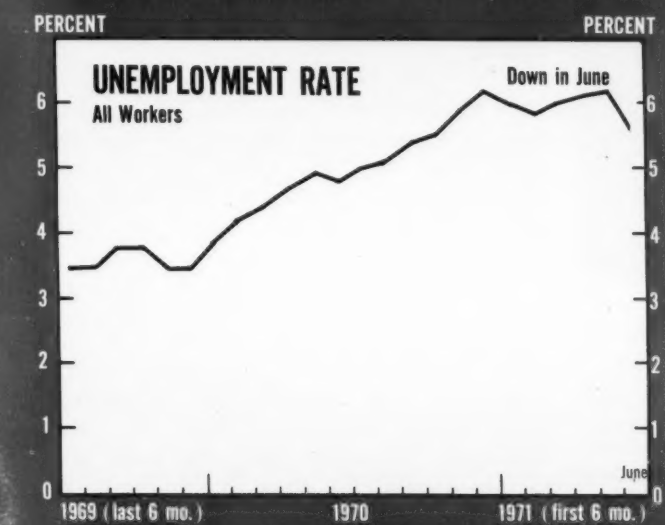
Latest Indicators

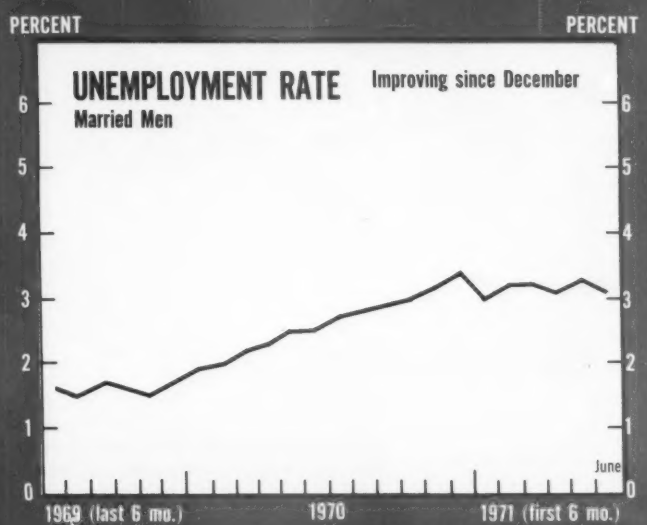












All data seasonally adjusted

Commerce Today
July 26, 1971
Vol. I, No. 21

Cargo Fleet Of Tomorrow Off The Drawing Boards Into Shipbuilding Yards

Progress In The Shipping Industry Means A New Era For The Merchant Marine

DRAMATIC PRODUCTION—*Litton Ship Systems began assembly-line production with the laying of the keel for the SS Austral Envoy, first of four C-6 containerships being produced for Farrell Lines Inc., of New York by Litton's new ultramodern, facility.*

The anchor is up, and the shipping industry is sailing full speed ahead into a new era.

In fact, 1971 has been a pivotal year for the U. S. Merchant Marine, with promises of even more dynamic changes for the rest of the decade. Vital to the rebuilding of the U.S.-flag foreign trade fleet are:

- The largest general cargo ship ever built in the United States—the barge-carrying SeaBee Class *Doctor Lykes* of the Lykes Bros. Steamship Co.—was formally christened at the General Dynamics' Quincy Shipyard this month.
- The first ore/bulk/oil carriers ever to be built in this country are going into construction, as Aries Marine Shipping Co., the National Steel and Shipbuilding Co., and the Maritime Administration signed subsidy and ship-building contracts for two 80,500 deadweight ton OBOs.
- The figure for the number of barge-carrying ships on order, under construction, or completed, rose to 21 as three new contracts were signed by MarAd and Avondale Shipyards with Central Gulf Steamship Corp., Delta Steamship Lines, Inc., and Waterman Steamship Corp. for seven new Lighter-Aboard-Ship Ships, innovative cargo

SYMBOL OF NEW ERA—*Part of Litton Ship Systems' new 611-acre facility at Pascagoula, Miss., symbolizes a new era in American shipbuilding. The plant is the first new ship-manufacturing facility built in the United States since World War II and is considered to be the most modern in the world.*

carriers. Eleven other LASHs were ordered by Prudential-Grace Lines and Pacific Far East Lines—three of which are already in service, with another just about to ready for her maiden voyage.

- Three new containerships, scheduled for delivery in the next two years, are being built for American Export Isbrandtsen Lines, Inc., by Bath Iron Works Corp.
- The conversion of traditional freighters into more modern, more efficient containerships with government subsidy has resulted in 11 outdated vessels being transformed into containerships—three for American Mail Line Ltd. at Bethlehem Steel Corp.'s San Francisco yard, and eight for American President Lines, Ltd., at Todd Shipyards Corp.'s Seattle and Los Angeles yards.
- The first vessel to be launched at Litton industries' new ultramodern shipyard—the *Austral Envoy* for Farrell Lines, a 668-foot containership—floated free of its unique launching pontoon late last month, with even the champagne bottle that smashed across its bow automated by push-button control. The Litton facility at Pascagoula, Miss., the first to be built in the Nation since World War II, is considered by many to be the most modern in the world.

Only a beginning

Significant as they may be, the foregoing events are only a beginning for the U.S.-flag fleet, which is being rebuilt to compete with the fast growing foreign-flag fleets of the world.

The 12 new ships that were completed during the fiscal year, the 13 new conversions that are now sailing the seas, and the 80 ships, both subsidized and non-subsidized, that are either on order or under construction at this time, give evidence that the plans to revitalize the U.S. foreign trade fleet are in action.

STILL IN THE MAKING—*LASH Pacific Bear is being built by Avondale Shipyards Inc. of New Orleans for the Pacific Far East Lines Inc.*

Perhaps one of the most promising developments of modern shipping is the ore/bulk/oil carrier. The construction of these OBOs in the United States has been made possible through the new Merchant Marine Act of 1970, the act which can take the credit for giving the shipbuilding industry its shot in the arm. Commerce's Maritime Administration reports a number of applications on its books for this type vessel. The capabilities of these carriers to transport a wide range of dry and liquid bulk commodities economically make the OBOs attractive to the shipping industry, as it sets its sights on competing more effectively with other countries for a sizeable chunk of U.S. import/export carriage.

Future tankers

Brand new tankers will be another addition to the growing U.S. fleet. Already six firms have applied for construction subsidy for 15 tankers with a total deadweight tonnage of approximately 2 million.

Additionally, President Nixon has signed a new maritime authorization bill calling for $507.6 million in expenditures on the American Mechant Marine during fiscal 1972, the largest MarAd appropriation in recent years —$229.6 million of which is earmarked for ship construction and reconstruction subsidies.

This legislation, which is subject to appropriation in a later measure, authorizes $239 million for vessel operating subsidies, $25 million for the research and development program, $7.3 million for training at the Merchant Marine Academy at Kings Point, $2.4 million for aid to state marine schools, and $4.3 million for reserve fleet expenses.

New Council

To assist in persuading shippers to increase their patronage of U.S. ships, a new organization is being established which will undertake national and regional programs to help with this problem. The new National Maritime Council will aim its programs specifically at importers, exporters and freight forwarders. The council also will initiate measures to incease public awareness of the American Merchant Marine's contribution to the Nation.

Andrew E. Gibson, Assistant Secretary of Commerce for Maritime Affairs, feels the creation of this joint council, which includes leading representatives of shipping lines and shipyards, seagoing and shoreside maritime labor and the Maritime Administration will help keep the ships sailing down to the marks with cargo.

Of the future, Gibson is confident, and makes these projections for the American Merchant Marine. He feels that the goal set by President Nixon for 300 new ships in 10 years is well on its way toward being met, and he predicts—

—"It is my belief that as the result of President Nixon's program we are on the threshold of the greatest sustained peacetime building program in our history and that the United States will once again take its place among the great maritime nations of the world.

—"I believe—and the correctness of my first prediction depends almost entirely on this second one—that we are entering a new period of greatly improved maritime labor-management relations. There is a growing awareness among union leadership that the future success of American shipping depends almost entirely on this industry's ability to provide reliable and dependable service.

—"I am sure that the size of bulk carriers will continue to grow, and as this is realized the port facilities in our country will at long last be upgraded to handle them; that specialized, highly productive ship types will continue to be developed; that as costs continue to rise there will be increasing pressure to develop the total transportation system

required to offset these costs and to provide the vastly improved service necessary to insure that American commerce is carried competitively to the far corners of the earth.

"I am well aware that these are optimistic projections, but my belief is shared by many in the Administration and the shipping industry today. There is a new vitality that is just beginning to emerge. This creative force has lifted this Nation to unprecedented heights in the past and will do so again."

More than shipbuilding

Awarding contracts and watching the ship construction get underway is only one phase in rebuilding the U.S.-flag fleet to compete with foreign-flag merchant marines. The ships built must incorporate the latest technological developments (65 contracts have been awarded this year for these studies); ports must be remodeled or updated and off-shore terminals considered to give the best and fastest methods of loading and unloading cargos to the fleet. Ship officers must be trained to handle the newest ships. Intermodal transportation systems must be flexible enough to facilitate rapid, efficient movement of the goods from the shipper's dock to the warehouse destination of the goods.

The shipping industry, labor and government must work together as a team to overcome problems that have developed as a result of the drastic changes in the shipping industry operations, resulting from the development of the new containerized carriers.

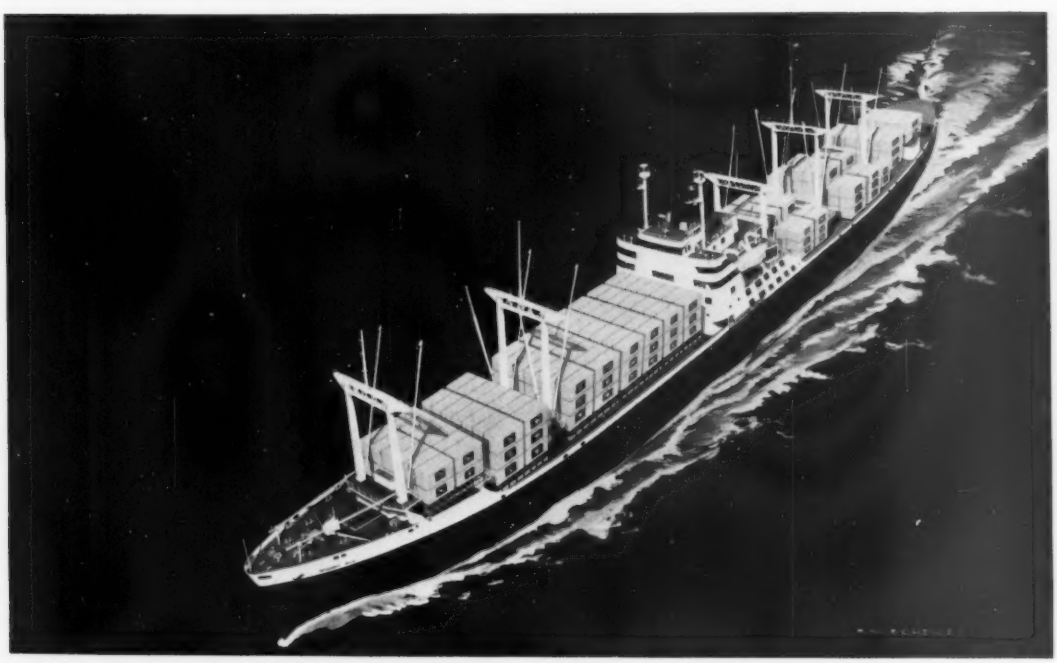
Above all

And above all, American business must be made to understand the importance of shipping their goods, or receiving their imports by U.S.-flag vessels.

According to James Crowley, Director of the Office of Market Development for MarAD, promotional programs of the past have been unsuccessful in reversing the declining U.S.-flag percentage of participation in both liner and bulk cargo imports and exports. Crowley's office was created in the Maritime Administration to help the carriers help themselves in getting a large share of this business. Steamship management needs to better identify and satisfy the shipper's need if it is to achieve its marketing goal.

Crowley says of the effectiveness of this new program that it is succeeding and "we're optimistic. The marketing capabilities of the American Flag Merchant Marine in the field of commercial cargo carriage are being strengthened."

—Maritime Administration



SHIP CONVERSIONS—*Eight regular cargo ships are being converted to containerships by Todd Shipyards for American President Lines. An artist's rendition shows how the new containership will look.*

Technology Forecasting—A Profitmaker Eliminates Blind Chance For Industry

Seen As Obvious Step To Improve Management Of Rapidly Growing U.S. Business Enterprises

"To discuss the future of technology may not be the most arrogant act imaginable, but it comes high on the list. Perhaps only a combination of fool, visionary, and fanatic would presume to predict the actual configuration of technology that we and our descendants will be using—or enduring—to carry on the world's work."

In spite of knowledgeable statements such as this from Henry M. Boettinger, Director of Management Sciences at AT&T, companies do make decisions based on some type of technological estimate.

Are the officials aware of the bases for these estimates? Are the right people collaborating? What is technological forecasting (TF): A profession, science, art, fad? Would it help in decisionmaking? Is it novel? Should companies forecast, and why? Is formal TF really feasible and practical? How should TF be carried out in a company? Under what circumstances could TF be profitable?

These are some of the questions which leaders of modern industry must answer which have been discussed in a series of workshops arranged by Commerce Department Field Offices in the major cities, usually in collaboration with local organizations and institutions such as the Chamber of Commerce, Battelle Memorial Institute in Columbus, Ohio, or industry and universities.

Intuitively, nearly every one knows in general what TF is all about; i.e., the divining of the future that technology could or will permit or cause. An example is whether atomic energy will be competitive with coal as an energy source for generating electric power. If so, what is the time scale and what will be the environmental consequences?

Source for this article on technological forecasting is Dr. Howard E. Sorrows, Associate Director for Programs of Commerce's National Bureau of Standards. In the early 1960s he developed a technology forecasting system for Texas Instruments Inc., and has maintained an active interest in the field ever since. He frequently speaks to seminars and various technical groups throughout the country.

Another example: Can biodegradeable containers for nondurable purchases be developed? Will they be economically feasible? Or, on what time scale will paper clothing become practical?

The need for answers to these questions (and a myriad of others whose answers also depend on technological developments) in the planning of modern business is quite apparent. One conclusion could easily be that technological forecasting is essential in modern society and, therefore, should be an integral part of planning the futures of industries and government. However, TF is sufficiently controversial to dictate that the business executive explore the subject thoroughly before incorporating TF into a company.

Novelty or fad?

Is technological forecasting simply a novelty or recent fad which should and can safely be ignored by a company? Forecasting is certainly not a novel concept. Men and societies have always placed high value on the ability to foresee the future. This is witnessed by the high prestige and place in history often afforded the seer—be he prophet, oracle, witch doctor, astrologer or economist. Men who control or invest in business are probably as anxious to see beyond today's operations as the ancient Greek general was to find portents for success in the next day's skirmish. As society has become more sophisticated and competitive, many superstitions and even educated guesses have been found wanting. As a result, systems of analysis and predictions have been developed in a wide variety of fields. Forecasts in areas such as weather, political and economic trends, agricultural and industrial production, and Government spending provide guidance to major segments of society, and are often essential to everyday operations.

In recent years, particularly the last ten, formal technological forecasting has become recognized as beneficial, if not essential to planning and decisionmaking in technology-based industries and government agencies.

Creative engineers and technical entrepreneurs in particular have always asked the questions, "What can I cause to happen?" "On what time scale?" "What will be the consequences?" The vigor of the analyses, the development of new methodology and the widespread use of the scientific approach and modern mathematical tools are the new and distinguishing features of today's technological forecasting. The methods and practices of TF are evolving and advancing along with the changing technology which must forecast and the changing environment in which business and industry must compete.

Since the effective forecasting of technology requires the valuable and scarce time of some of their most creative talent, leaders of business, industry, and government should seriously consider the option of not doing it, i.e., can they afford not to do it? Although some members of society may resent the fact, nearly all will admit to a technology-based society, i.e., technologies are the bases of the nation's economic, physical, political, and even psychological welfare. Although advances in technology are berated by some as the bases of many societal problems, technological advances and applications are essential components to the solutions of these problems. The problem is to close the gap between what is possible and what is needed.

Mankind—and Americans in particular—wants to control its own destiny. It is recognized that rapidly growing present day technology, the prodigy of modern science, is already too essential and powerful to be left to blind chance. As a monument to the po-

FORECASTING SEMINAR—*Dr. Sorrows addresses a seminar on technological forecasting for industry executives at Battelle Memorial Institute in Columbus, Ohio. He speaks to such groups frequently on the use of TF as a management tool.*

TALKING IT OVER—*Ohio executives talking with Dr. Sorrows (second from left) at the Battelle Institute seminar are: (from left) Edgar S. Cheaney, Chief, Mechanical Products nd Processes Planning Division, at Battelle; John M. Reed, John Reed Associates, Westerville, Ohio; and Jack D. Melzer, Assistant Project Manager, Ohio Highway Transportation Research Center, East Liberty, Ohio.*

tential impact of technology, the U.S., particularly since World War II, has developed a fabulous reservoir of science and technology, most of which is readily available to all who have the vision, aptitude, drive and desire to use it. This reservoir and the associated skilled manpower is being replenished at an incredible rate, as witnessed by the $27 billion annual investment in research and development. The results of the investment are mirrored in the productivity and welfare of each American, and indeed of the entire world. In fact, some analysts of the economic trends in international trade believe that U.S. competition is becoming more adept at using technology in some areas than is America. Shrewd technological forecasting is one of the obvious steps toward better management of the abundant and rapidly growing technology for individual, public, and national benefit.

Careful selection

Industry in particular must be concerned with the future impact of technology. Long established high-technology companies point out that about 90 percent of their sales are based on products nonexistent five years ago. The rate of product innovation is increasing significantly in almost all sectors of the economy, and all companies recognize the highly competitive nature of both the domestic and the international markets. The investment in resources is so large and the time lag so

long between the conception and marketing of new high-technology products that careful selection is a key factor in profitability. For example, modern industrial managers, a pivotal group in the exploitation of science and technology, must know where the changing technology is leading. They must know the consequences to their companies and to society, and not only must respond properly but must keep their options open as new opportunities emerge or when potentially deleterious consequences of technology are first anticipated. An essential input to making wise decisions is sound foresight—the end product of TF.

An important aside is the current national mood with respect to science and technology. The mood of many was captured by Dr. Philip Abelson, editor, *Science* magazine, when he wrote: "We have come to realize that our future is inextricably dependent on our management of science and technology. Talk of doom and disaster is in the air because many people fear that neither individuals nor society as a whole have the gumption to live comfortably with, and to manage the changing technological problems."

If Dr. Abelson is right, the U.S. must redouble its efforts to manage science and technology utilization wisely. This need for accelerated investment of resources in the control and utilization of technology comes at a time of discouragement and disenchantment. The nation seems to be emerging from a time when both private and public management put nearly complete and almost superstitious faith in research and development. The prevailing concept seems to have been that investment of some magic percentage of the national or corporate income in the "R&D" ritual would assure economic growth and supremacy. Scientists and engineers went through an exciting era of opportunity; however, the bloom is off the sage; i.e., the day of the blank check has passed!

Aboriginal man found that he must do more than execute the accepted ritual faithfully to be successful in his search for water. This country also, is finding that investment in R&D, although essential, is only the initial step in exploiting science for society's benefit and profit. Technological forecasting is directly to the point. If society is to benefit from, or even live with, the changing, burgeoning technology and if it is to restore confidence in individual and collective ability to make decisions which contribute to a creative or even a livable future, industry must chart the course of current technology developments and determine what can be done to control the changes.

The alternatives are posed aptly by Dr. Lewis M. Branscomb, Director of the National Bureau of Standards: "Shall we follow our intuitions in making important decisions about the future or shall we base our actions on the rich store of analysis and knowledge available to us?"

In the appropriate technical jargon, TF is simply "the probablistic assessment of technological change and its consequences." Each practitioner of TF sharpens up the definition and adds his own flavor. Some seem to favor a more descriptive version, e.g.: TF is predicting (and assessing the consequences of) man's ability to use his brain (or dumb luck) and the laws of nature to devise ways to extend his productivity, enhance his security, realize his health potential and/or add to his pleasure.

The key questions uppermost in the mind of the forecaster are, then, "what will technology allow or cause if it runs its present course of development?" and "what technology could be developed to satisfy needs, real or imaginary?"

An example of an answer to the former question is, if current trends persist, automobile performance will be computer based by 1975. An answer to the latter might be, automobile motors can or cannot (which ever the analysis indicates) be developed which will meet the pollution regulations by 1975. In any case, the forecaster, either individually or as part of a group, generally performs an analysis to ascertain specific numbers or a range of numbers which represent anticipated levels of technical performance or capability and the probability that they can be achieved in a specified time frame. Speed of travel, computation rate, switching rate, reliability and lifetimes are examples of performance numbers to be ascertained.

Developments and consequences

The basic premise of TF is that if the scientific bases for the technology is understood, the state of development of the technology (sometimes called state of the art), the trend or history of relevant technological events, and the forces (be they social, political, economic, or ecological) which create the need, then we should be able to estimate within stated limits and probabilities the

future technological developments and their consequences. The premise contains several simple but important assumptions: one learns from experience, i.e., past events are forerunners of the future; technology grows at a predictable rate; technology can be developed in response to social need; and, probably the most precarious assumption, human values will not change either too drastically or too unpredictably in the time frame of the forecast.

Two approaches

There are two overlapping basic approaches to TF—"exploratory" and "normative." In "exploratory" forecasting one notes the historical trends and extrapolates. Of course, judgment must be used to estimate the degree to which external influences such as the laws of nature, influence of society, or inventions of man will limit or divert the technology. For example, if given the growth of average horsepower of cars for the past 10 years, one can predict by extrapolation the average horsepower for the next 5 years. The prediction would be quite accurate unless new factors come into play. While basically simple, the method is quite useful. For example, in the realm of business, trends often determine the improvement in performance of products which a company must achieve to remain competitive. In the realm of science, trends might indicate the measurement precision or instrument performance which a scientist must develop to remain in the forefront of his discipline.

In the "normative" approach one examines the future to determine the needs; i.e., one looks at the total environment in which the technology will be developed and establishes the goals which nature will permit and society will pay for. Synthesis of many forecasts other than technical are usually necessary. This approach usually leads to the development of action alternatives versus levels of investment. Such analyses are an essential part of informed management decisions and the answer to an applied mathematician's dream. The mathematician's stock in trade tools, such as network theory and decision analysis, are usually useful in structuring the analyses.

Formulating a forecast by these approaches (exploratory and/or normative) will usually involve some combination of intuitive, modeling or monitoring (techniques). In the "intuitive" technique, the forecast is based on information gathered from an individual expert or group of experts. Even though it is about as old as civilization and is widely used, this technique has problems. The range of technologies and science involved in a forecast is so broad and the availability or need for technology may be so dependent on political, social, economic or ecological factors—all external to the technology—that the understanding of a single expert is inadequate. Also, the single expert may have personal biases, vested interests, or other hang ups which prevent objectivity.

A committee may be more effective than an individual, but suffers from the domination of personalities at the expense of objective forecasts. A popular variation on the use of experts is the "Delphi Technique" in which the consensus from a group of experts is obtained in such a way as to minimize the impact of the individual bias imposed by committee dynamics. In the Delphi method, predictions are obtained by questionnaire from individuals, summarized, and recirculated for refinement, reasoning, and counterargument. Although no forecast is better than the talent utilized, those who practice the Delphi method claim that the iterative process has merits.

A recent National Bureau of Standards survey of information sources for TF contains several Department of Commerce sources. Among them:

- ***"Statistical Abstract of the United States," Bureau of the Census***
- ***"Survey of Current Business," Office of Business Economics***
- ***"Input-Output Structure of the US Economy," Office of Business Economics***
- ***"Business Cycle Indicators," Bureau of the Census***

In dynamic modeling, technological change is related to the set of coupled parameters and associated time constants. For most cases the technique is quite sophisticated involving models, a multiplicity of interacting parameters, and a variety of time constants and coupling coefficients. Because of this sophistication, dynamic modeling has not been widely used to date for TF.

Technical intelligence (TI), the monitoring of significant events (scientific, technical, social, political, economic or ecological) which influence the development or need for technology, is essential to developing a good

information base for TF. In addition to providing the basis for selecting the topics and collecting information for TF, TI is useful in comparing organization performance and providing a basis for decisionmaking the day-to-day operational opportunities and problems. TI not only indicates the trends but the timing as well. An example of a trend is the growth of public concern and governmental reaction over pollution-dictated changes in various products such as detergents, fuels, insecticides and fertilizers. Alert, informed companies will time their products to coincide with the needs of the marketplace. In brief, TI is perhaps the most widely used and effective means of identifying incipient business opportunities and threats. It is so important in decision making that each organization should consider developing an organization-wide intelligence system whether or not TF is formalized.

As to the practice of TF in the U.S., a recent survey of R&D managers, operations researchers, R&D planners and technical marketing personnel reveals that about one third of the respondents always use TF and another one third often use TF. This is about the same fraction as use market and economic forecasts. The survey indicates that predominant uses are as an aid in planning; also that the resistance of organizations to the objective selection of R&D projects is a major impediment to the use of TF.

Concerning the practical use of TF within an organization, to be effective it must be an integral part of the planning and decision-making process. If TF involves the appropriate participation of management and the technical people, a mechanism and communication channel is developed which assists an organization to be smarter than the individuals involved. The communication can be two way. Through the proper use of TF, technical people can provide management with advice and signals relative to the technical threats and opportunities, and management can in turn advise the technical people as to the external forces which influence the need for an availability of technology.

To evolve this utopian relationship between management and technical personnel, TF must not become an "ivory tower" operation. All relevant parts of the organization must participate in the forecast and the technological forecast must be integrated with the market and economic forecasts. For best results, the organization should first delineate the overall objectives as specifically as possible and have a planning and management system tailored to fit the needs of the organization. The development of the appropriate planning and management system is of such importance that it should have priority over the TF.

SEMINAR REGISTRANTS—*Registrants await their identification tags as they gather at a TF seminar.*

In addition to integration into the organizational structure, TF needs a reliable data base. Most forecasts become obvious once the facts are collected. Personnel within an organization are excellent sources of specific intelligence and data. Sources of information external to the company might include professional societies, trade associations, government organizations, and university laboratories, to name a few.

Because of the data situation as well as the difficulty in interpreting change, the depth of experience and understanding of the people preparing and evaluating the forecast is extremely important. "Do they know the business that they are in" is a key question. If TF is to be used as a guiding factor in decisionmaking, high quality personnel must be provided. The personnel involved must be creative, imaginative, curious and, above all, be accepted by the company management, the technical staff, and also the various sources of information external to the organization.

It may well be that in some organizations TF can be too effective and too practical for the welfare of those who forecast and the smooth operation of the organization. If forecasting is worth doing, the stakes will be high, the subsequent action called for may be drastic, and the impact on individuals and organizations formidable.

—*National Bureau of Standards*

Iran's Dynamic Growth Stirring Wide Interest, U.S. Delegation Finds

Visitors See Rapid Industrialization, Impact Of Rising Oil Revenues Aiding Business Appeal

Current business opportunities in six nations across the Atlantic were the focus of talks with leaders in those countries by a team of Commerce Department trade officials led by Secretary Stans. This report covers the observations made at meetings in Iran in the spring. Reports on Ireland, Spain, and Greece were published in the May 31, June 14 and June 28 issues. Subsequent reports will discuss Romania and Austria. Commerce Department trade officials who accompanied Secretary Stans on the visit were Robert McLellan, Assistant Secretary for Domestic and International Business; Lawrence A. Fox, Deputy Assistant Secretary for International Economic Policy, and Tom McSpadden, Special Assistant to Mr. McLellan.

Evidence of dynamic economic growth greeted Secretary Stans and the Commerce delegation at every turn during their visit in Iran. New construction was everywhere in this historic, rapidly modernizing land. Cities were clean and alive, goods of all types were in plentiful supply, and there was bustling activity everywhere.

As the country approaches the celebration in October of its 25th Centenary, the Iranian economy is sustaining an impressive growth rate. Supported by rising oil revenues, Gross National Product (GNP) is approaching $10 billion and is growing at close to 10 percent a year. Industrial output has risen by 8 percent annually in recent years, and will likely exceed this rate in the future. Iran's agro-industry is also developing rapidly with special orientation toward export markets.

This rapid industrial development is reflected in a strong demand for imported industrial machinery and equipment, with total Iranian imports expected to top $2 billion this year. To pay for these imports, Iran will have roughly $2 billion in revenues from petroleum exports and $350 million from exports of other commodities.

The Commerce delegation left Iran favorably impressed with the opportunities for U.S. business, especially in the investment field. With the economy continuing its impressive expansion, the time is ripe for the American businessman to take a close look at this market.

This impression was strengthened by the

talks Secretary Stans and his party had with top Iranian Government officials, including Prime Minister Amir Abbas Hoveyda, Minister of Economy Hushang Ansary, Minister of Finance Jamshid Amuzegar, and Cyrus Samii, Acting Governor of the Central Bank. Collectively and individually, these men and the prominent private sector entrepreneurs the delegation met exuded a feeling of pragmatism and confidence in the future. They appreciate that even Iran's vast resources are not enough to maintain the needed momentum of economic growth. They believe in private enterprise and are keenly aware that Iran's development will require a substantial input of foreign private investment and technical know-how. More than that, they express the desire to do everything possible to improve the already hospitable climate for investment and trade.

The Government of Iran is particularly interested in the joint venture form of investment by foreign firms with a local partner. Virtually all existing foreign investment in Iran is in the form of joint ventures, with the Iranian partner holding the majority equity interest. While this type of arrangement seems to be working well, the government has indicated that it will consider other types of proposals from potential investors willing to commit a significant portion of their production to export markets.

New investment opportunities

Today, Iran derives much of its income from petroleum. The Iranian Government emphasized that it is seeking to diversify the country's economic base, however, and is encouraging the development of non-petroleum industries. During the talks with Secretary Stans, it was indicated that new foreign investment would be particularly welcome in the minerals, chemical, metalworking, forestry, retailing and agro industries and in tourism facilities.

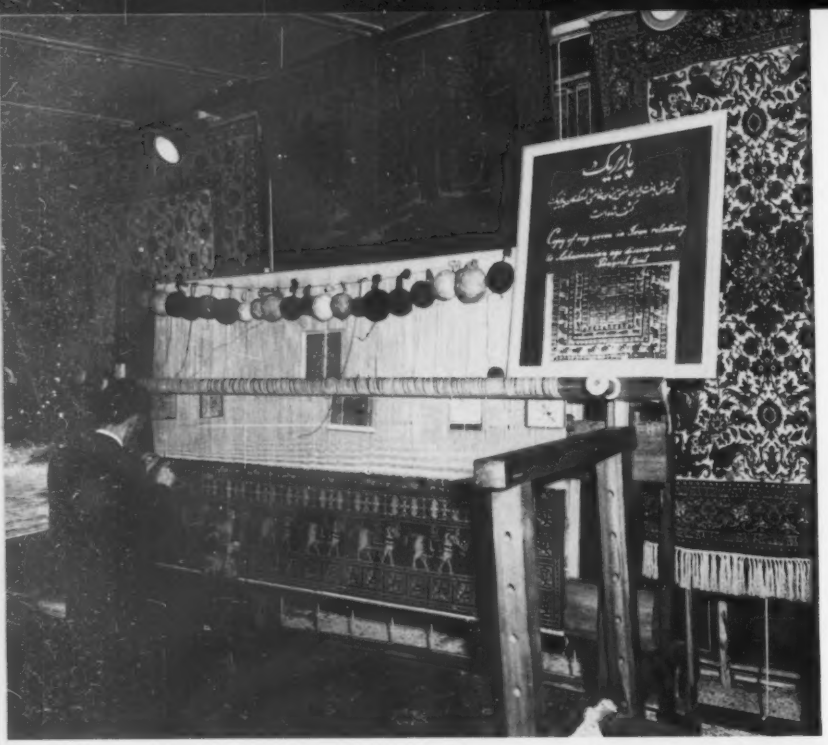
In spite of the overwhelming predominance of petroleum at the present time, Iran has several other important mineral resources awaiting development. The prime example is the Sar Cheshmeh copper deposit near Kerman which compares favorably in richness with the major deposits in Africa and Latin America. A project to ready the deposit for production is in the final stages of preparation, requiring foreign capital inputs running to hundreds of millions of dollars. Apart from mining and marketing the ore, the overall project provides for the establishment of processing facilities and a substantial supporting infrastructure. Other known mineral reserves not yet developed

IN TEHRAN—*Secretary of Commerce Maurice H. Stans, accompanied by Yusef Khoshkish, President of Iran's Bank Melli, tours commercial center.*

During talks with Secretary Stans, Iranian officials emphasized their desire to attract additional investment by American firms, and indicated that they were working to better the already hospitable investment climate.

Minister of Economy Hushang Ansary identified a number of fields where U.S. investment would be particularly welcome, including minerals development, the chemical, metalworking, forestry, retailing and agro industries and in tourism facilities.

Detailed surveys on specific proposed projects have not yet been undertaken, but additional information on plans for developing these industries can be obtained from the U.S. Department of Commerce.



TOURISM JUST DEVELOPING—*The tourist industry holds promise in this historic but rapidly modernizing land. Above, a skilled craftsman demonstrates art of creating world-famous Persian carpets.*

include most importantly lead and zinc, as well as iron, chromium, coal, sulfur and phosphates.

Iran's chemical industry also holds a good deal of interest for foreign investors. The petrochemical sector is especially promising due to the availability of petroleum and natural gas feedstocks. Several important joint venture operations with American firms are already on stream and more are under construction. In addition, Iran's current Development Plan calls for investment in new facilities to produce various plastics and plasticizers, synthetic rubber, carbon black, soda ash, and man-made fibers.

In another area, foreign investor assistance is being sought to establish a wide variety of metalworking facilities to fabricate intermediate products for other industries. Plants either under construction or planned will produce such products as tinplate, seamless pipes, foundry products, industrial valves, automobile parts, wire, and equipment for specialized uses in the chemical, cement and agricultural industries.

Lumber production under way

The Iranian Government is also interested in commercial development of the extensive forests near the Caspian Sea. Large scale production of lumber, plywood and other forestry products is just beginning.

The rapid growth of the Iranian economy is resulting in rising per capita income, and the inclusion of a growing percentage of the population in the money economy. Modern retailing techniques are slowly replacing the traditional barter methods and the bazaar. Several department stores have been constructed with foreign assistance, and additional foreign investment and technical know-how is being sought to develop supermarkets, specialty stores and more department stores in the urban centers.

The agrobusiness industry is expanding and modernizing at a quick pace, and has already attracted considerable foreign investment. Above, sugar cane harvesting in Iran.

AGROBUSINESS GROWING—*Mechanized agriculture is developing rapidly, and its vast potential is attracting both foreign trade and investment interest.*

OIL EARNINGS RISE—*Kharg Island oil terminal in the Persian Gulf handles an important portion of Iran's rising petroleum exports. Revenues will provide additional financing for industrial development.*

vestor interest. The potential for this industry has just been scratched, however, and new opportunities are developing in the fields of dairy, meat, fruit and vegetable, oil seed, forage crop and seed production. The need for food processing facilities is rapidly expanding, as is the demand for agricultural implements, fertilizers and refrigerated storage and transport facilities.

Tourism growing

During his visit, Secretary Stans was especially impressed with the potential for Iran's tourism industry. The many historical attractions, including the ancient ruins of Persepolis and the magnificence of Isfahan and Shiraz, coupled with a varied geography that offers resort beaches on the Caspian Sea and the Persian Gulf and excellent winter skiing within an easy drive of Tehran, make the country a natural for tourism development.

The tourism industry, although still small, is on the upswing. During the period March-November 1970 (the first 9 months of the Iranian year), 250,000 foreign tourists entered the country, a 30 percent increase over the same period in 1969. Of this total, about 30,000 were from the United States.

Tourism investment, both domestic and foreign, is on the increase, with several new luxury hotels nearing completion in Tehran, and construction of resort facilities are underway in several parts of the country. These projects, however, are only considered a start, and the Iranian Government is seeking additional tourist facilities, offering tax and import duty concessions to new investors.

In the course of his talks with Iranian officials, Secretary Stans invited the Iranian Government to send tourism experts to the United States to study the operations of the U.S. Travel Service and obtain assistance in further developing Iran's tourist potential.

DOMESTIC BUSINESS REPORT

- South still most populated region
- Hotels offer Europeans lower rates
- Candy sales on way up
- Federal funds help Puerto Rico
- NAB pledges veterans 100,000 jobs
- Ombudsman inquiries at 1100

The South Can Claim One Third Of Nation's Total Population

California may lead the Nation as the most populous state; New York City may still run away with the city crown for the greatest number of residents; the Northeast region may prove to be the most crowded; but the South also has a claim to fame.

The 16 states and the District of Columbia designated by the Census Bureau as the South make up the most populous of the four Census regions. It can claim nearly one third of the total U.S. population as of April 1, 1970—30.9 percent of a total count of 203,184,772.

Number one spot

The South has held this number one spot as contributing the largest percentage of the Nation's population since the 1940 census, when it shoved the former first place North Central region into the runner-up position. From 1880 to 1930, the greatest percentage of U.S. population was located in the North Central region.

Second place again in 1970, the North Central region with its 12 states shows 27.8 percent of the population according to census records. The Northeast and its 9 states is next, with 24.1 percent of the Nation's total count. Forth is the West; its 13-state contribution is 17.1 percent.

No rank change

Although the ranking did not change in the 1970 census, two regions increased their share of the U.S. population: the first place South and the last place West.

A breakdown by regions of the percentage share of the U.S. population for both 1970 and 1960 shows:

Region	1970%	1960%
South	30.9	30.7
North Central	27.8	28.8
Northeast	24.1	24.9
West	17.1	15.6

State percentages

Only 13 out of the 50 states and the District of Columbia indicated having a higher percentage of the total population than they did in 1960. One of these, of course, is California, which, having nosed New York State out to hold the 'most-populous-state-in-the-Nation' title, increased its percentage proportion of the people in the U.S. from 8.8 percent in 1960 to 9.8 percent in 1970—a one percentage point jump. The other 12 states that claim higher percentages now are Arizona, Colorado, Connecticut, Delaware, Florida, Georgia, Mary-

Percentage Of U. S. Population For 50 States And The District Of Columbia

	Rank	1970 Population	Percentage of Population [1]	Rank	1960 Population	Percentage of Population [1]
United States		203,184,772	100		179,323,175	100
Northeast [2]	3	48,999,999	24.1	3	44,677,819	24.9
North Central [3]	2	56,577,067	27.8	2	51,619,139	28.8
South [4]	1	62,798,347	30.9	1	54,973,113	30.7
West [5]	4	34,809,359	17.1	4	28,053,104	15.6
States						
Alabama	21	3,444,165	1.7	19	3,266,740	1.8
Alaska	51	302,173	0.1	51	226,167	0.1
Arizona	33	1,772,482	0.9	35	1,302,161	0.7
Arkansas	32	1,923,295	0.9	31	1,786,272	1.0
California	1	19,953,134	9.8	2	15,717,204	8.8
Colorado	30	2,207,259	1.1	33	1,753,947	1.0
Connecticut	24	3,032,217	1.5	25	2,535,234	1.4
Delaware	47	548,104	0.3	47	446,292	0.2
Dist. of Columbia	41	756,510	0.4	40	763,956	0.4
Florida	9	6,789,443	3.3	10	4,951,560	2.8
Georgia	15	4,589,575	2.3	16	3,943,116	2.2
Hawaii	40	769,913	0.4	44	632,772	0.4
Idaho	43	713,008	0.4	43	667,191	0.4
Illinois	5	11,113,976	5.5	4	10,081,158	5.6
Indiana	11	5,193,669	2.6	11	4,662,498	2.6
Iowa	25	2,825,041	1.4	24	2,757,537	1.5
Kansas	28	2,249,071	1.1	28	2,178,611	1.2
Kentucky	23	3,219,311	1.6	22	3,038,156	1.7
Louisiana	20	3,643,180	1.8	20	3,257,022	1.8
Maine	38	993,663	0.5	36	969,265	0.5
Maryland	18	3,922,399	1.9	21	3,100,689	1.7
Massachusetts	10	5,689,170	2.8	9	5,148,578	2.9
Michigan	7	8,875,083	4.4	7	7,823,194	4.4
Minnesota	19	3,805,069	1.9	18	3,413,864	1.9
Mississippi	29	2,216,912	1.1	29	2,178,141	1.2
Missouri	13	4,677,399	2.3	13	4,319,813	2.4
Montana	44	694,409	0.3	42	674,767	0.4
Nebraska	35	1,483,791	0.7	34	1,411,330	0.8
Nevada	48	488,738	0.2	50	285,278	0.2
New Hampshire	42	737,681	0.4	46	606,921	0.3
New Jersey	8	7,168,164	3.5	8	6,066,782	3.4
New Mexico	37	1,016,000	0.5	37	951,023	0.5
New York	2	18,190,740	9.0	1	16,782,304	9.4
North Carolina	12	5,082,059	2.5	12	4,556,155	2.5
North Dakota	46	617,761	0.3	45	632,446	0.4
Ohio	6	10,652,017	5.2	5	9,706,397	5.4
Oklahoma	27	2,559,253	1.3	27	2,328,284	1.3
Oregon	31	2,091,385	1.0	32	1,768,687	1.0
Pennsylvania	3	11,793,909	5.8	3	11,319,366	6.3
Rhode Island	39	949,723	0.5	39	859,488	0.5
South Carolina	26	2,590,516	1.3	26	2,382,594	1.3
South Dakota	45	666,257	0.3	41	680,514	0.4
Tennessee	17	3,924,164	1.9	17	3,567,089	2.0
Texas	4	11,196,730	5.5	6	9,579,677	5.3
Utah	36	1,059,273	0.5	38	890,627	0.5
Vermont	49	444,732	0.2	48	389,881	0.2
Virginia	14	4,648,494	2.3	14	3,966,949	2.2
Washington	22	3,409,169	1.7	23	2,853,214	1.6
West Virginia	34	1,744,237	0.9	30	1,860,421	1.0
Wisconsin	16	4,417,933	2.2	15	3,951,777	2.2
Wyoming	50	332,416	0.2	49	330,066	0.2

[1] *Because of rounding, percentage may not add to 100.*
[2] *The Northeast region includes nine States: Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.*
[3] *The North Central region includes 12 States: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.*
[4] *The South region includes the District of Columbia and 16 States: Alabama, Arkansas, Delaware, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, and West Virginia.*
[5] *The West region includes 13 States: Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming.*

land, New Hampshire, New Jersey (the most densely populated state in 1970), Texas, Virginia and Washington.

Oddly, the nation's fastest growing state, Nevada, does not show up in the list of states that increased their relative share of the U.S. population. Nevada's population increased 71 percent, but its total is still so small that its proportion remained at 0.2 percent when rounded to one decimal place. Others that didn't change include the District of Columbia, Alaska, Hawaii, Idaho, Indiana, Louisiana, Maine, Michigan, Minnesota, New Mexico, North Carolina, Oklahoma, Oregon, Rhode Island, South Carolina, Utah, Vermont, Wisconsin and Wyoming.

—Census Bureau

How-To-Sell Seminars Will Help Ten Cities

Minority businessmen will receive the latest information on how to sell to the Federal government in a series of conferences scheduled for August and September.

The day-long federal procurement seminars will cover how to sell through competitive bidding and other programs. They include lectures, visual aid presentations and individual counseling by procurement representatives.

Sponsors of the sessions are the Regional Service Centers of General Services Administration, Commerce's Office of Minority Business Enterprise and the Small Business Administration.

Following is a schedule of seminars:

Norfolk, Va.	8/10
Greensboro, N.C.	8/13
Birmingham, Ala.	8/17
Little Rock, Ark.	8/20
Tulsa, Okla.	8/24
Wichita, Kan.	8/26
Sacramento, Calif.	8/31
Oakland, Calif.	9/3
San Bernadino, Calif.	9/10
Phoenix, Ariz.	9/13

—OMBE

MINORITY CONTRACTS SPAN NATION *— Secretary of Transportation John Volpe discusses an architectural contract with Bertram A. Bruton, head of the only black-owned architectural firm in Colorado. The $22,513 contract is for designing a building at DOT's high speed ground center at Pueblo. DOT awarded 40 contracts totaling $1,488,027 to companies owned by minorities in 1970. Commerce's Office of Minority Business Enterprise and the Small Business Administration assist minority business with government procurement contracts.*

Reduced Hotel Rates To Greet U.S. Visitors

A pilot project is in effect this summer to determine to what extent reduced hotel rates in the leading American gateway cities will boost European travel to the U.S.

Hotels in New York, San Francisco, Chicago, and Washington, D.C. are offering special summer rates to European visitors. The reduced rate plan was proposed by the Hotel Sales Management Association as a means of encouraging foreign travel to this country and accommodating visitors during the peak travel season.

Leading city

New York is far and away the leading gateway city both for foreign visitors entering the U.S. and for Americans going abroad. More than 41 percent of the total number of overseas tourists came into the U.S. through New York City, and 49 percent of American travelers going abroad embarked from the biggest metropolis. San Francisco ranks seventh as a gateway for foreign visitors, Chicago eighth, and the Nation's Capital seventeenth.

The summer hotel special plan is being promoted in Europe by Commerce's United States Travel Service, Pan American World Airways and Trans-World Airlines. Bookings are being made through European travel agents.

Flat rates offered

Under the plan, major U.S. hotels in the four gateway cities are making rooms available during July and August at a flat rate. Most of the rates are under $20 for a single, with some as low as $12.

C. Langhorne Washburn, Assistant Secretary of Commerce for Tourism, said: "We hope this test program will lead to continued development of economical accommodations for foreign travelers. The Hotel Sales Management Association project can do much to further this objective."

—United States Travel Service

U.S. Candy Sales On The Way Up

The average American's sweet tooth is expected to boost the value of candy shipments by the American confectionary industry to nearly $2 billion in 1971, an all-time high. This would be five percent above the value of shipments in 1970.

Commerce's Bureau of Domestic Commerce reports that the average American did not eat quite as much candy in 1970 as he did in the two previous years. But he ate 35 percent more in 1970 than in 1927. And he paid a bit more for his candy in 1970 than in any previous year.

The per capita consumption of candy in 1970 was 19.9 pounds as compared with 20.2 pounds in 1969 and 20.3 pounds in 1968. But except for these two years the 1970 per capita consumption was the highest since the all-time record of 20.5 pounds established in 1944. And it compared with 14.7 pounds in 1927, when the annual report on the confectionary industry began.

In 1970, the confectionary industry shipped 3,933 million pounds of candy, less than one percent below the 1969 total but greater than in any previous year. The value of the 1970 shipments was $1,906 million, an all-time record and two percent greater than in 1969.

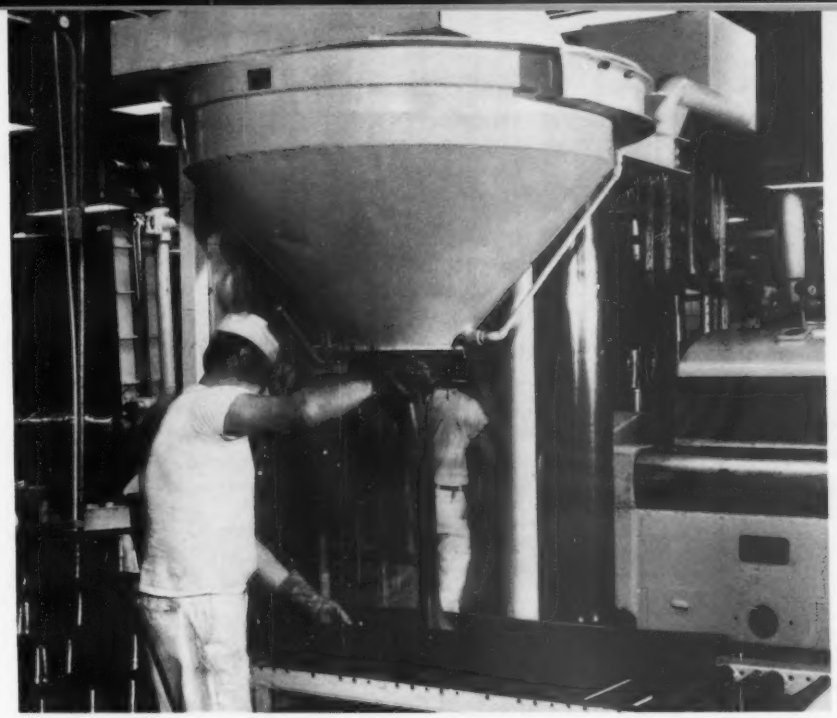
The Bureau of Domestic Commerce says the following factors are expected to contribute to an increase in 1971 over 1970:

—A greater shift to larger-sized and higher-priced candy bars, sales of which in 1970 were 13 percent above the previous year.

—Introduction of new products wrapped in new packaging materials.

—Renovation and modernization of production facilities with increased emphasis on quality control.

—Concentration by managements on reducing costs.



GIANT CANDY MAKER—*Kraft worker watches caramel cascade into trays.*

—Favorable market factors of population growth and higher income levels.

Aside from candy bars priced at ten cents or higher, packaged goods retailing at 50 to 99 cents a pound accounted for the greatest increase in sales in 1970.

All-time record

The average value per pounds of candy sold by manufacturers and wholesalers in 1970 was 48.5 cents, an all-time record nearly 28 percent above 1960's average value.

To produce the candy shipped in 1970, the industry spent $733 million for ingredients, which accounted for 38.5 cents of each sales dollar. Ingredients for which higher prices were paid than in 1969 included 1.3 billion pounds of sugar, 872 million pounds of corn syrup, 337 million pounds of chocolate coatings, 234 million pounds of nuts and peanuts, 30 million pounds of cocoanut meat, and a substantial quantity of milk and milk products. Corn syrup prices were up 15 percent because of short supply due to an insect-damaged corn crop. Cocoa beans, cocoa butter, and cocoa powder were down.

—Bureau of Domestic Commerce

Census Tract Data Becoming Available

Basic population and housing information from the 1970 census is now available for census tract areas in the growing number of metropolitan areas.

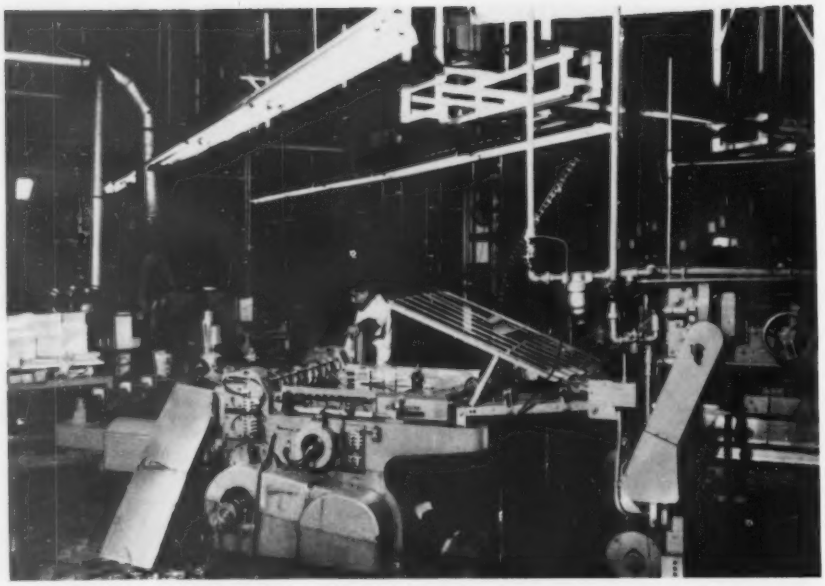
Census tracts are small areas into which large cities and adjacent areas (known as Standard Metropolitan Statistical Areas—SMSA's) have been divided for statistical purposes. The average tract has about 4,000 inhabitants.

Tract boundaries are decided by local committees working with the Census Bureau and are generally designed to be relatively uniform with respect to population characteristics, economic status, and living conditions.

In advance of census tract *printed reports*, which will be issued beginning this fall, tract information for *some* SMSA's is presently available in *tabular* form.

To get specific SMSA data, the cost of their reproduction, and the key person to contact, write to the Public Information Office, Bureau of the Census, Washington, D.C. 20233.

—Census Bureau



PUERTO RICAN PROGRESS—*Bayamon Can Co. is among the industries currently building and expanding in Puerto Rico. A worker is shown in Bayamon's new plant.*

New Jobs For Its Southwest Bolstering Puerto Rican Life

The bays of Fosforescente and Monsio Jose on the southwest coast of Puerto Rico glow at night, a phenomenon that is luring an increasing number of tourists from the bright lights of San Juan to the remote village of LaParguera.

Bioluminescence, the emission of light from living organisms as a result of internal oxidative changes, is the kind of unusual discovery the Economic Development Administration makes as it carries its Yankee style economic uplifting programs beyond the confines of the 50 states to the islands of Puerto Rico and American Samoa.

The Commerce Department agency recently approved projects for those islands ranging from loans to assist in building industrial plants, recreation and community facilities in Puerto Rico to a grant for planning Samoa's future. It also provided a grant for training workers in Puerto Rico.

Assisting Puerto Rico in the transition from an agricultural economy to a manufacturing-trade-tourist economy involves decentralization of the island's tourist industry, now concentrated in the San Juan area.

Thus, begins the discovery of La Parguera and its unusual bays. An EDA grant of $154,000 toward a $782,000 sanitation facility for LaParguera will aid the village in developing its tourist industry. A hotel in the area is being expanded. More boat houses are being built and new docks established.

Focal point

Boqueron, also on the island's southwest, received a $548,000 EDA grant to help enlarge a tourist center. The project involves construction of 54 low rent vacation cottages for modest income Puerto Ricans and tourists.

Puerto Rico's southwest is the focal point of efforts to halt outmigration to the San Juan area by stimulating industrial and commercial growth in the southwest. A recent EDA grant of $53,000 will help continue a program of planning the "Southwest Project."

Another grant of $124,330 to the Southern Job Development Center at Ponce will be used to train unskilled youth and develop employment opportunities in the region.

Construction of a regional distribution center at the Port of Ponce is expected to create more than 500 new jobs and meet the need for more prompt and less expensive shipments of cargo from the U.S. to Ponce. An EDA grant of $4,160,000 will help finance the project which includes four warehouse buildings and an administration building. The 526,000 sq. ft. of rental space will include 25,000 sq. ft. of refrigerated facilities.

Community leaders at Ponce expect the new regional distribution center, which will cost a total of $8,320,000, to provide efficient food handling methods and provide Ponce with a greater variety of goods at lower costs.

Peter Pan Caribe, Inc., received EDA approval of a $1,635,000 loan to help build a tuna cannery at Ponce. The firm anticipates a work force of 360. The cannery complex, located on the Ponce water front, will cost $5,305,044.

The plant will produce canned tuna and pet foods to be marketed in the United States and in Puerto Rico.

Still others

Other Puerto Rican industrial developments receiving recent EDA loans include $606,000 to Flor Quinn, Inc., and Fran-Quam, Inc., for construction of an aromatic chemicals plant at Patilla; $1,738,000 to Relbec Corp. to establish a plant to manufacture prefabricated housing components in the Rio Pierdras section of San Juan; $325,000 to Caribe Millwork Corp., for expansion of its wooden doors and custom millwork manufacturing industry; $801,925 to Frigid Container Corp. of Las Pierdras, to help establish a plant.

The planning grant to American Samoa was for $46,100. It will be used to pay expenses of a professional staff in Pago Pago. —*EDA*

Nation's Businessmen Take Lead In Search For Jobs For Veterans

"An attainable target" has been set by the National Alliance of Businessmen to find 100,000 jobs for returning Vietnam veterans as its contribution to the Jobs for Veterans Program.

Finding the 100,000 places in the labor market in a year is "a job that will be done by the business community of this country," NAB chairman John Harper said at a press conference recently at the White House.

Using the resources of the National Alliance of Businessmen, which specializes in helping hard core unemployed, is one of six major points in President Nixon's program to assist veterans who have any problems entering the labor market. More than 80,000 servicemen are re-entering civilian life each month and the thrust of the President's program is to place them in jobs or in training programs that will lead to jobs.

Directing efforts

NAB was organized three years ago to direct the business community's efforts in finding jobs for persons in the labor force with special problems and, according to its chairman, the organization has found jobs for 700,000 persons who were otherwise unemployable.

Harper said his organization's commitment to find 100,000 jobs for veterans is in addition to its regular program of helping the disadvantaged.

In response to a question whether finding jobs for veterans would cut into the regular program or vice versa, Harper said "we don't think it will. We think there is ample room for both."

For detailed information on the Jobs for Veterans Program write Jobs for Veterans, 1400 Wilson Blvd., Arlington, Va., 22209. Phone: 202-694-1685.

Acknowledging that "there are problems or the President would not have needed to ask this group to do this," Harper asserted, "I have no hesitancy in saying this is a job that the business community in this country undertakes to do, and we will do it."

NAB's offices in 160 cities throughout the country are supported by 20,000 business firms who have pledged themselves to work on this program, Harper explained.

Pledge of jobs

The offices are staffed by representatives of the business community loaned to do the NAB task, he continued. They visit various businesses in the cities and get pledges of jobs. These pledges are brought to the Department of Labor, which locates the unemployed persons, in these cases, veterans, and sends them to fill the jobs.

James Oates, chairman of Jobs for Veterans, emphasized the value of using NAB resources. He reported that since the program was organized late last year it has been quite successful in alerting the nation to the imperative necessity that veterans find employment upon their return from military service.

"We have been somewhat successful," he added "in alerting people as to the high quality of the vast majority of veterans in terms of reliability, loyalty and discipline as well as skills."

Jobs for Veterans has organizations working in all 50 states and task forces in 21 states. Oates said the organizations include representatives of business, labor unions, organizations such as the American Legion and all segments of the community.

—Jobs for Veterans Program

COMMUNICATIONS TRAINING — *Sp. 5 Dennis Sears examines a mobile communications antenna atop a van during a NATO field exercise in West Germany. Sears is a member of the U. S. Army Satellite Communications Agency. The question is will there be an opening for him when he is released from service and returns to the civilian labor market. He is the concern of a nationwide program to place returning veterans in jobs.*

A CIVILIAN SKILL — *Sgt. Robert D. Dietz of Alliance, Ohio, receives training as a welder during his service in the Army in Korea. Like thousands of other young men being released from service each month he has developed a skill he can use in civilian life.*

Ombudsman Office Being Flooded By More And More Calls For Aid

"Will the U.S. government buy our chinchilla pelts from us or set up an outlet for our pelts?"

"If I license production of aerospace equipment in France, will the German military buy it?"

"It is our understanding that you can help and assist small businesses. We have just set up a new business. What government loans, programs, guarantees or grants or private sources are there that can be of help to us?"

"How can I obtain an Eisenhower dollar for my grandson?"

"How can I sell my raw (Thailand) silk in America?"

These are only samples of the queries that have been flooding the office of the Ombudsman for Business since its establishment in the Commerce Department four months ago.

To date, the Ombudsman, Thomas E. Drumm, Jr., has handled more than 1100 inquiries from the business community, both in this country and abroad. Requests are pouring in from big business and industry, including several from the top 50 firms of Fortune's 500, as well as from medium-sized and small companies and minority entrepreneurs. Among those seeking help or information on Federal Government services, policies and regulations are also attorneys, C.P.A.s, trade and professional associations, trade-related organizations, universities, bankers, inventors, entities of state and local governments, port authorities, airlines, members of Congress, engineers, agents, lobbyists, students, job seekers and insurance companies.

Typical inquiries which Drumm is now receiving involve government procurement planning and practices, awards, bidders lists, economic development, theme resort development, truth-in-advertising and lending, non-tariff barriers, claims of unfair competitions, commodity standards, trade missions, import impact, export promotion, lists of manufacturers of numerous commodities, trade adjustment assistance, and trade with the Soviet Bloc and the People's Republic of China.

Although it is a new service (the first of its kind in the Federal Government), the office is rapidly becoming known for its ability to reduce the time spent in the government-wide referral system to a minimum and for its efficiency in finding the answers needed.

Government wide

Since its inception, the service has become government wide. A network of high level liaison officials have been designated in 14 departments and agencies—five in the Department of Defense—to work with the Commerce Ombudsman to provide prompt and responsive service. As a result, the office is a focal point in the Federal Government where businessmen and related persons can bring their problems, suggestions, requests for information, and even complaints or criticisms that need assistance on the national level.

Drumm, who as Ombudsman has become an expediter and accelerator of the flow of government services and information to business, said that while his office "differs somewhat from the traditional Ombudsman function in Sweden—where the word originated—we share the same basic objective. That is to improve communications between the people—in this case, businessmen—and their government. And, as Ombudsman, part of my goal is to cut the federal red tape for business."

He added, "In establishing the office, Secretary Stans emphasized the need to improve business/government communications."

"Businessmen," Drumm continued, "as active producers in our society, contact the government more frequently than the average citizen does. But, many businessmen don't know how to deal with the massive government structure. Nor do they know of numerous government programs which were initiated specifically for their benefit. Helping them solve their problems in dealing with the Federal Government and making them more aware of the various services their government has available for them builds a stronger dialogue."

In one area the Ombudsman cannot intervene on behalf of business—in those cases before regulatory agencies or departments with regulatory functions.

Any businessman who needs help with Federal Government problems (other than those already mentioned in which Drumm cannot intervene), can contact the Ombudsman for Business by letter or phone by addressing **Thomas E. Drumm, Jr., Ombudsman for Business, Office of the Secretary, U.S. Department of Commerce, Washington, D.C. 20230. Telephone 202-967-3178.**

—Office of the Secretary

Calendar For Businessmen

Aug. 11 — Augusta, Ga.—Census User Conference. For information contact Miss Dorothy Dodson, manager, Research Department, Chamber of Commerce of Greater Augusta, Augusta, Ga. 31901.

Aug. 16-17—Mackinac Island, Mich.—Second Environmental Conference of Great Lakes governors and planners, in cooperation with the Great Lakes Basin Commission and the State of Michigan. For information contact William Dresher, chairman, U.S. Steering Committee, U.S. Geological Survey, Madison, Wisc. Phone: 608-231-2200.

How Commerce Serves You

This is another in a series of one-page summaries of the services that specific Commerce Department units provide.

American business, industry, and labor executives look to the Commerce Department *Census Bureau* for data on which to base operating plans.

Companies use census information in deciding where to build a factory, a warehouse, a store, an apartment complex, or even a shopping center. Business finds the data invaluable in determining what kinds of merchandise can be sold in certain areas, in forecasting sales, in analyzing market potentials, in planning distribution, and in furthering many other decision-making programs.

Covering the nation

"Census data are uniquely valuable," says Dr. George H. Brown, Director of the *Census Bureau*, "because since they are collected and recorded for government use, they must cover all areas of the Nation and must provide comparability over time periods. The Bureau's output of information, therefore, is useful to all persons who are seeking to learn basic demographic and economic statistical facts about the United States."

The Bureau not only compiles demographic and economic data for its own publications, but it also furnishes much of the basic information used in computing such key economic indicators as Gross National Product, Personal Income, and Balance of Payments published by the Department's Office of Business Economics. It also supplies much basic statistical data for the President's Council of Economic Advisers and provides raw data for the employment reports published by the Labor Department's Bureau of Labor Statistics.

Currently business and industry throughout the country are not only making use of demographic and housing data tabulated from the 1970 Population and Housing Censuses, but many are studying the latest quinquennial Economic Censuses of 1967. These include the Census of Business—Retail Trade, Wholesales Trade, and Selected Services; the Census of Manufactures; the Census of Mineral Industries; the Census of Construction; and the Census of Transportation. Many businesses are interested in two other quinquennial censuses: the Census of Governments, taken in 1967, and the Census of Agriculture taken in 1969.

In addition to these regular censuses, the Bureau conducts current statistical surveys on times pertaining to population, housing, construction, business, and industrial matters. Many of these are issued at regular intervals. Others are one-time publications.

Among its foreign trade reports, the Bureau issues monthly and annual reports on Airborne Foreign Trade, Waterborne Foreign Trade, and on U.S. Trade with Puerto Rico and U.S. Possessions.

Personal data confidential

A census uniquely provides data for each State, each county, and in the case of population and housing it is possible to provide data not only for each city, but for parts of the larger cities such as tracts and blocks. However, the information provided *never* identifies any individual or firm.

Census data are available not only in published reports but also in the form of magnetic tapes. Both of these media are listed in the Bureau's catalog which is issued quarterly and annually.

Additionally, the Bureau's monthly publication *Small Area Data Notes*, tells its readers of available Census material. The publication alerts its readers to new or additional data becoming available, describes surveys being planned, and announces releases of publications and summary tapes.

Dr. George H. Brown
Director
Census Bureau

It is evident that one of the advantages of reviewing each issue of *Small Area Data Notes* is to keep up to date on the material available from the Census Bureau. A businessman interested in seeing a copy of this publication should address his request to Data Access and Use Laboratory, Bureau of the Census, Washington, D.C. 20233.

With all the interest in census data, it is easy to understand why the telephones in the Bureau are kept busy with the hundreds of calls coming in each day, and why the mail load coming in and leaving is heavy. After all, as each demographic and each economic census is taken, it records a photograph of the Nation's economy; and business, industry, and labor executives—as well as government officials—need to know the answers to "How are we doing today?" and "How best can we plan for tomorrow?"

SCIENCE & TECHNOLOGY REPORT

- Industry's water use causing earth to sink
- Medical, dental X-ray devices need more care in use
- Sea Grant to support fishing advisories
- Currents, depth of Caribbean to be studied
- Patents of special interest

Industry's Increased Water Use Causing Earth To Sink Slowly

Tremendous increases in industrial activity accompanied by ever-widening demands for increased supplies of water is believed by Commerce geodesists to be one reason for the earth's gradual sinking in certain areas.

This situation is especially true along the east coast of the U.S., according to Charles Whitten, chief geodesist of the National Ocean Survey, a component of Commerce's National Oceanic and Atmospheric Administration. A student of the earth's changes for more than 40 years, Whitten adds that in some areas, the withdrawal from the earth of deposits of petroleum and coal has the same result.

Although any lowering of the land is essentially a very slow process, this is not necessarily true in California where the subsidence in some regions is so acute that the direction of the water flow in irrigation ditches has been reversed, he points out. This is particularly noticeable in the San Joaquin Valley, where painstaking measurements by geodetic field parties reveal that some land has subsided almost 30 feet in the last 35 years.

It is no secret that earth is an unstable planet. Violent natural forces, such as earthquakes, storms, and volcanoes, are continually altering its face. Now scientists say that the continents are not only sinking slowly but also rising and tilting, as earth rotates.

Seattle, Wash., is expected to be relocated 100 miles south of its present position in the next ten million years. Washington, D.C., on the other hand, is said to have been located somewhere near the present site of Richmond, Va., ten million years ago.

In the Atlanta, Ga., area, at the southern end of the Appalachians, the earth is apparently rising about three-tenths of an inch per year. West of Harrisburg, Pa., the Appalachians have apparently risen four to six inches during this century.

Europe and Asia are apparently moving clockwise, in the opposite direction to that of North America, and somewhat more slowly, about four degrees every 10 million years.

However, in North America evidence of these changes is seen in the slow, but inexorably rising waters which imperil homes and industries along the Atlantic and gulf coasts and some of the Great Lakes, and the spray which increasingly whips across the Chicago lakefront as the waters of Lake Michigan continue to rise.

New studies during the past three or four years by geodetic field parties of the National Ocean Survey indicate that the Atlantic coast from Portland, Maine, to New York has either sunk as much

as 10 inches in this century or the ocean has risen by the same amount, probably a combination of both. Neither can be precisely determined. The computations are based on a comparison with surveys of elevations made 40 to 80 years ago.

Surveys show that the New England coast is subsiding at a rate of about one-quarter inch per year. Northern Illinois appears to have risen approximately 18 inches during the past seven decades at a rate of more than two feet a century. Northern Michigan and Northern Wisconsin are being elevated at a rate of approximately one-half inch per year. The continent from Wisconsin-Michigan to the Atlantic coast is therefore tilting almost seven and one-half feet per century.

Along the gulf coast of Louisiana, the land is subsiding approximately one and one-half feet per century.

"These rates of movement may seem rather small, but the effects are subtle," says Whitten. They affect the maintenance of proper water levels, especially in the Great Lakes system where the drainage of the entire north-central area of the country is being affected. Lake Michigan, with the water surface responding as a gigantic leveling device, provides an illusion that Chicago and the metropolitan areas nearby are subsiding. This is not the case, but the result is the same, because the water level of the south end of Lake Michigan is rising.

"Furthermore," he adds, "there are greater threats for future flooding along the gulf coast, the New England coast and parts of the Great Lakes. The rates of subsidence are substantial. When these effects are combined with the effect of a slowly rising level of the oceans resulting from the melting of ice caps and glaciers, there will be real and serious hazards in future years, probably as early as the next 50 to 100 years, confronting these coastal regions."

—NOAA

Medical, Dental X-Ray Devices Need More Care In Use To Protect Patient, Says Report

More needs to be done to improve medical and dental X-ray devices, according to the recently-issued report of the Electric and Nuclear Sub-Council of the National Industrial Pollution Control Council (NIPCC).

Persons "who decide that X-rays will be used, and those who determine the techniques that will be employed in each specific exposure, are the ones who can make significant improvements immediately," says the report.

It was one of four sent recently by Secretary Stans to the President and Russell E. Train, Chairman of the Council on Environmental Quality.

The report also comments upon the X-ray emission of television sets but points out that television manufacturers have worked to keep radiation to acceptable levels.

Another report issued by NIPCC concerning the disposal of major appliances, states that very few appliances are recycled because "it is not economically feasible to do so."

Currently, about 21 million appliances are discarded annually. By 1980 the discards will be at the rate of 29 million annually, says the report.

However, the report considers the disposal of appliances a minor problem now as well as in the near future because appliance disposal constitutes approximately one percent of all U.S. solid waste.

A third report concerning the chemical industry and pollution control examines the areas of major concern observing that "the cost of pollution abatement can be

AUTHOR PRESENTS BOOK—*Stacy V. Jones, author of the new book, "The Patent Office," presents a copy to Secretary Stans. This latest title in Praeger Publishers' Library of U.S. Government Departments and Agencies covers Patent Office history, organization, operation, and accomplishments. Jones writes the "Patents of the Week" column for* The New York Times. *He contributes articles on patents to "Science Digest" and is the author of several other books.*

offset only by improved processes and higher prices."

So expensive will be the development of technology to meet the anticipated anti-pollution standards, says the report, that government officials, industry leaders and citizens are challenged "to formulate the kind of pollution control regulations that will achieve the degree of pollution abatement society will accept, and at a price it is willing to pay."

The chemical industry spent an estimated $300 million for pollution abatement during 1970, says the report, and a similar amount to operate the equipment. On water pollution control alone, some 20 companies spent $140 million.

A fourth report on the use and disposal of electrical insulating liquids states that the possible adverse ecological effects arising from the use of mineral oils in electrical apparatus becomes primarily a "matter of scale, rather than properties of the oil."

Used in transformers, circuit breakers, capacitors, and high-voltage cables, electrical insulating liquids are made up of napthenic mineral oils and polybutenes, both of which are petroleum-based and relatively non-toxic and biodegradable. The only reported danger, says the report, is from inhalation of vapor mists.

The askarels, a third group, contain some toxic properties and have been identified as a possible ecological threat to marine and bird life. According to the report, Monsanto Company is working to develop modified chlorinated biphenyls which will be biodegradable. Thus, in case of an askarel spill, it will be possible to remove the modified materials from waste water streams in conventional secondary treatment facilities.

Each of the NIPCC reports is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

—NIPCC

Sea Grant To Support Fishing Advisories

To provide more information to the nation's users of marine resources, Commerce's National Oceanic and Atmospheric Administration is awarding a $36,500 Sea Grant to support a Pacific Sea Grant Advisory Program.

The grant is made to Oregon State University, at Corvallis, which will act as administrator for the seven participants. They include: the universities of Alaska, British Columbia, California, Hawaii, Washington, and the National Marine Fisheries Service.

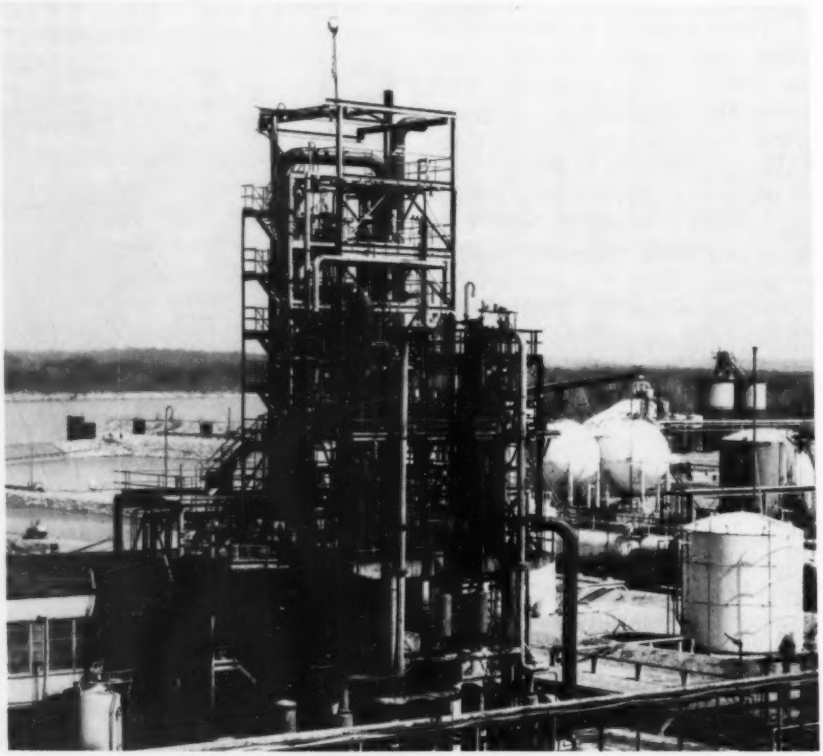
Because fishermen who take commercially important fish of the northeastern Pacific tend to specialize in species, and follow the fish, they are frequently difficult to reach with useful extension advisory services, and hard to communicate with while at sea.

The salmon troll fleet ranges from California in the spring to Alaska in the summer and fall. Albacore tuna fishermen travel from Baja California to Vancouver Island. PASGAP will therefore help link together the productive marine advisory programs that have already begun to operate from Alaska to California, through the impetus of Sea Grant and other programs of state, provincial and local authorities.

PASGAP has already produced, through cooperation among the participants, the first Commercial Fishermen's Directory of Emergency Services, and an inventory of marine publications and films.

Activities planned under the present grant will include additional publications, conferences, and workshops designed to provide information immediately.

—NOAA



ELIMINATES POLLUTANTS—*A new $1.3 million system at the Calvert City, Ky., plant of B. F. Goodrich Chemical Company solves a difficult problem in industrial environmental control: elimination of air and water pollutants in disposal of waste chlorinated hydrocarbons. The wastes are disposed of in a closed burning process and hydrogen chloride is recovered. The Calvert City plant produces ethylene dichloride and vinyl chloride. Only water and carbon dioxide remain as effluents.*

Currents, Depths, Temperature Of Caribbean, Gulf To Be Studied

An intensive study of the circulation patterns of the Caribbean and Gulf of Mexico is under way by Commerce's National Oceanic and Atmospheric Administration and others this summer. U.S. efforts are concentrated in the western Caribbean, Yucatan Channel, and the southeastern part of the Gulf of Mexico.

This is part of the three-year project known as the Cooperative Investigation of the Caribbean and Adjacent Regions (CICAR).

The trade winds over the tropical Atlantic and Caribbean are thought to be the prime movers of the ocean currents in the Caribbean, Gulf of Mexico, and the Florida Straits. However, the manner by which this wind momentum is organized into an ocean current is unclear. One hypothesis is that the input first drives a series of eddies, which in turn drive the larger-scale currents. Another is that western Caribbean currents are driven directly by the winds to flow uphill against gravity.

The extent and nature of the ocean currents will be determined by radar tracking of radio-equipped parachute drogues deployed 120 feet below the surface. The temperature, salt content, and depth of the water also will be measured, plotted, and studied and examinations made of the distribution of certain trace metals. The deep-water tides will be studied by current meters moored close to the ocean bottom. And the temperature, speed, direction, and humidity of air currents and the nature of clouds will also be investigated to provide background for an understanding of the interaction between the sea and the atmosphere.

Dr. Harris B. Stewart, Jr., of NOAA's Atlantic Oceanographic and Meteorological Laboratories in Miami, Fla., and U.S. National Coordinator for the CICAR project, says that prior to this effort little scientific work other than on a one-ship basis has been done in the area over the years.

"The Caribbean Sea with its adjacent Gulf of Mexico is, oceanographically speaking, still poorly described and even less well understood," he said. "Now, its dynamics, its contained life, its bottom topography and tectonic framework, its interactions with the overlying atmosphere, and the dynamics of the atmosphere above it are the subjects of a cooperative international investigation sponsored by the Intergovernmental Oceanographic Commission."

Approximately 15 NOAA scientists will conduct their portion of the investigation from aboard two floating oceanographic laboratories of the National Ocean Survey, the NOAA Ships *Discoverer* and *Researcher*. —*NOAA*

Patents Considers Trademark Plan

Sixty-four recommendations contained in a report of Commerce's Public Advisory Committee for Trademark Affairs are under review by the Patent Office.

The Committee was appointed last September to advise the Patent Office of means to be taken to increase the efficiency and effectiveness of administering the Trademark Act. The Committee, headed by Frank E. Foote, Assistant to the Board Chairman and Corporate Patent Counsel, Mine Safety Appliances Co., was assisted by members of an internal task force representing the examining, management and clerical levels of the Patent Office.

The recommendations cover such areas as management, the processing of applications, post registration procedures, inter partes proceedings, services to the public and the training of trademark examiners.

In the belief that "in many cases the trademark is the most important asset of a company," the Committee recommended a complete reorganization of the managerial, professional and clerical functions of the trademark examining operation.

Recognizing also that "accessibility to the public of information concerning trademark claims is one of the most important purposes of the federal trademark registration system," the Committee further favored "putting first efforts into a mechanized system for management and to aid operations other than trademark searching." They felt that such a system will improve the record keeping function with a view "to utilizing this data bank as a foundation for an eventual mechanized system of searching."

On post registration procedures, the Committee particularly recommended "strengthening the statutory provisions designed to control the size of the register by eliminating marks which have been abandoned for all or part of the goods." This and some other recommendations will require legislation and amendments to the Trademark Rules of Practice.

Members who served on the Committee in addition to Mr. Foote were: Anthony R. DeSimone, Merck & Company, Inc., Rahway, N.J.; A. L. Snow, Chevron Research Corporation, San Francisco, California; Paul Hoffman, General Electric Co., New York, N.Y.; Clarence R. Patty, Jr., Corning Glass Works, Corning, N.Y.; Bert Collison, Nims, Halliday, Whitman, Howes, Collison & Isner, New York, N.Y.; Henry W. Leeds, Mason, Fenwick & Lawrence, Washington, D.C.; Robert B. Whittredge, Fish & Neave, New York, N.Y.; and William L. Mathis, Burns, Doane, Benedict, Swecker & Mathis, Washington, D.C. —*Patent Office*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

U-shaped water ski. The invention consists of a water sled having a pair of ski members formed of elongated wooden planks and a pair of U-shaped plastic sheet members. A third plank is interposed between the upper and lower plastic sheet members at their apex, with ribs mounted beneath the legs of the lower plastic sheet members and ropes attached to the top of the sled for an operator to grasp while standing on the legs of the upper plastic sheet member. Patent No. 3,585,664 issued to Allan E. Thompson, Devils Lake, N.D. 58301.

Diamond cutting. A method of cutting a diamond to produce 72 pavilion facets. The method consists of cutting four pavilion facets, dividing the four into eight, cutting the eight into sixteen with substantially overlapping edges, polishing the girdle to a 90 degree edge, cutting a facet at 53 degrees at each overlap and each intermediate overlap, dividing each such facet into three facets so that each latter facet is provided with a diamond shape, and then cutting 38 facets into the girdle. Patent No. 3,585,764 issued to James Huisman and Harry Huisman, Huisman Brothers, 1270 Avenue of Americas, New York, N.Y.

Vehicle air conditioning system. An expansible enclosure, containing a freezable liquid, is disposed across the exterior metal top of a vehicle. Freon lines extend from a conventional air conditioning unit, located within the vehicle, through the freezable liquid for freezing the liquid within the container during operation of the unit. An automatic control system controls freon flow through the conventional air conditioning unit and through said freezable liquid, and also controls operation of a fan motor associated with the conventional unit and a blower unit associated with the freezable liquid portion of the system. Patent No. 3,585,812 issued to Louis W. Parker, Parker Electronics Inc., 2040 N. Dixie Highway, Fort Lauderdale, Fla. 33305.

Machine for repeat cucumber harvesting. A machine constructed to move a picking mechanism underneath rooted cucumber vines, and remove the cucumbers in excess of a selected size through a rotary grasping action. The vines are repositioned on the ground undamaged as the machine proceeds along a row. Patent No. 3,581,484 issued to Lloyd Gilber, Ravenna, Mich. 49451.

Fire protection shield. A shield for enclosing a platform between two enclosures which is moved to its extended position where it encloses the platform in the case of abnormally high temperatures generated by a fire. The shield, which may include a resilient sealing rim, is covered with a heat insulating material which expands in the presence of fire. Patent No. 3,581,331 issued to Perry N. Fisher, Huntsville, Ala., and Howard E. Morris, Florence, Ala., and assigned to Brown Engineering Company, Inc.

Vehicle wash apparatus. An automatic vehicle washing apparatus having a mobile carriage for movement along a predetermined path to wash a vehicle parked within such area. The improvement includes a standard swingably mounted on the carriage with a brush arm extending and supporting a brush assembly for engagement with side of the vehicle during a washing cycle. The standard also supports an arm with a movable mop frame and supporting a depending fabric member with strips for engaging the upper surfaces of the vehicle during the washing cycle. The apparatus has controls at the end of the washing cycle allowing the standard to move the brush and mop arm to a position trailing the carriage and away from the vehicle. Patent No. 3,581,333 issued to Gordon V. Lieffring, Kansas City, Mo., and assigned to Robo-Wash Inc., Kansas City, Mo.

Apparatus for felling and stacking trees. A combination tree feller and stacker includes a fork lift and grapple having a tree shearing mechanism mounted on one of the arms of the fork so that a sheared tree falls across the fork and a plurality of trees may be successively sheared and held on the fork to expedite cutting and stacking of the trees. Patent No. 3,581,786 issued to Matt A. Rigoni, Perry, Florida.

Machine for twisting dough. A machine for making twists from bands of puff paste. The machine has several dough moving devices some of which are stationary while the others pivot along the general axis of passage of the dough in order to twist the band of dough on itself along its longitudinal axis between the stationary and the pivoting transport devices. Patent No. 3,585,943 issued to Pierre Tanguy, Lorient, France.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,800 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

Science Calendar

October 18-21—Gaithersburg, Md. — Fifth Materials Research Symposium on solid state chemistry. National Bureau of Standards.

July 26, 1971

International Commerce

- Quarterly market report includes 43 nations
- June-July official actions on trade
- Instrument makers expect sales in USSR
- Major new port in France interests traders
- Slower growth seen for Norway
- United Nations announces new projects

Technology Seminars Build U.S. Sales Overseas

Newsmemo

Industry-Government cooperation, so vital to U.S. export promotion, was in evidence at a recent Buenos Aires meeting about the new U.S. Regional Trade Development Center there. Top executives in local offices of General Motors, Esso, Goodyear, Corn Products, Union Carbide, IBM, Dow, First National City Bank and other firms welcomed the news about the exhibit/seminar facility, to be opened this fall.

Argentina, Paraguay and Uruguay are all "in the territory" for the sales efforts that will be made from this Center (the second, after Bangkok, in a Commerce program aimed at building U.S. export performance in the developing nations). Many events will be staged at the 441 Quintana location in the Argentine capital, but some will go on the road in the three nations.

There is a two-way aspect to the Buenos Aires Center, in line with the Nixon Administration program of support to Latin American economic growth. Technical seminars, for example, are being planned that will bring in specialists on newest U.S. industrial techniques. Their aim is to help upgrade Argentine industry through useful demonstrations of more efficient production methods.

A U.S. State is the license partner of an overseas firm. It's Nebraska, which has underscored its interest in foreign trade by licensing a Japanese company to produce sugar esters by a new process.

Nebraska has doubled the number of its manufacturers sending products overseas in the past three years, according to the State Department of Economic Development. Department director Stanley Matzke, Jr., notes that "Our $100 million export business is the equivalent of 12,700 jobs in manufacturing and supporting services; accordingly, we plan to help our manufacturers and exporters get more export business." One natural target area is the developing market around the world for high quality convenience foods.

A cross-section of U.S. producers' export practices is found in a University of Nebraska survey of 57 manufacturers now selling overseas. Of these, almost half use U.S.-based export agents. More than one-third employ export representatives in foreign countries. A number of the firms have their own export specialists. Several have international marketing divisions. Six of the 57 firms have plants abroad; six others produce abroad on a joint venture basis. To develop export business, more than half schedule overseas trips.

International Trade Winds

AUTOMOBILES—The "Big Three" of the U.S. automobile industry are moving into Japan, taking advantage of the recent capital liberalization of the Japanese auto industry. Chrysler and Mitsubishi's joint venture application has been approved by the Japanese Government. Chrysler will acquire 15 percent equity on Sept. 30 and an additional 10 percent in each of the next two years, for a total of 35 percent valued at $79.7 million. Mitsubishi will export its Colt compact through Chrysler's distribution network and assemble Chrysler's Valiant in Japan. General Motors' bid to acquire 34.2 percent of Isuzu Motor Co. is currently under consideration by the Government. Ford is negotiating to purchase 30 percent of the equity of Toyo Kogyo; a 50/50 joint venture between the two companies for the production of automatic transmissions already has been approved.

PETROLEUM—Occidental Petroleum Co. has announced that its crude oil transportation agreement with the Italian Government's oil company, AGIP, has been approved by the Government of Libya. The agreement calls for Occidental to transport and export up to 300,000 barrels of AGIP's crude Libyan oil per day. The oil will be transported through Occidental's 40-inch, 135-mile pipeline and exported from the Occidental oil terminal at the Mediterranean port of Zueitina.

CHEMICALS—A B.F. Goodrich affiliate has disclosed plans to build a polymer plant at Geel near Antwerp, Belgium. N.V. Chemische Industrie AKU-Goodrich, a producer of plastics, synthetic rubber and petrochemicals, is owned jointly by AKZO N.V. of the Netherlands and B. F. Goodrich Chemical Co., a division of the B.F. Goodrich Co. The plant, scheduled for completion in mid-1972, will initially produce Goodrich's line of Estane polyurethane resins, used in coatings, film and sheet, textile facings, and moldings.

FIBERS—Monsanto has laid the cornerstone at Lingen, Lower Saxony, for its first fiber plant in West Germany. The new facility, which will be Monsanto's second fiber plant in the EEC, is scheduled to start production late in 1972 of 16,000 tons of Acrilan annually. Badger in Holland and Germany has the prime contract for the design and construction of the plant which will serve the German textile market as well as customers throughout Europe.

U.S. Share Declines In Most Top Markets

The U.S. share of world imports declined in most of our leading markets during the latest 12 months for which data are available.

Despite moderating demand, free-world imports continued to expand but at a slower rate. Inflation remained an important factor, although import price increases were more subdued in most markets, significant exceptions being Germany and Italy. Virtually all of the main trading countries bolstered their reserve positions—in large measure mirroring the U.S. balance of payments deficit.

The economic boom lost buoyancy in most of the larger industrialized nations as business reacted to more stringent fiscal and monetary policies aimed at defusing inflationary pressures. Despite this dampening influence on U.S. exports, our sales to nearly all of the developed countries rose and the U.S. position in the important German, French, and Japanese markets improved. Nevertheless, the U.S. share elsewhere in the economically advanced areas generally declined.

Among major traders, only the Netherlands and Japan increased imports by more than one-fifth, although Italy and Germany were not far behind. Purchases by several smaller European countries exceeded this rate, Yugoslavia recording an exceptional rise of more than two-fifths.

Developing countries for the most part showed more moderate import expansion than the industrial nations. India and the Philippines were two of the few reporting declines, both by narrow margins. The U.S. share improved in more than half of these countries, including Mexico and the Republic of Korea among our larger developing markets.

German import demand further expanded in response to a continuing high level of economic activity and steeply rising domestic prices, although the rate of advance decelerated slightly. The effects of the revaluation of the mark in October 1969 were also evident in the greater inflow of foreign goods. U.S. shipments, up by almost one-fourth, again rose faster than those from the rest of the world. Germany remained a good market for computers, especially peripheral and auxiliary equipment. Sales of aircraft, soybeans, and electrical machinery also continued strong, as did shipments of semi-processed iron and steel.

Overall economic growth in France slackened and sales of U.S. products grew more slowly than in the previous period. Nevertheless, they increased at more than double the rate of those from other suppliers. Shipments to France particularly of U.S. aircraft, chemicals, aluminum, and iron and steel, continued to expand.

The United States further improved its position in the Japanese market as well. Following six years of rapid and sustained economic growth, Japan has entered a period of moderation and adjustment; nevertheless, it remained the fastest growing large outlet for U.S. products. A heavy flow of coal, logs, chemicals, scrap, and soybeans contributed to the almost one-fourth gain in U.S. exports to Japan. Australia continued to emphasize expansion and modernization of industry, increasing purchases especially of U.S. goods needed to attain these goals. As a result, computers and auxiliary apparatus and construction and mining equipment found a ready market, as did automotive products—particularly parts for domestic assembly.

PHOTO ON PAGE 31—An American specialist, Edward H. Slominski of the Hewlett-Packard Co., addresses a seminar at the Tokyo U.S. Trade Center. Story on Page 43.

Share falls in U. K., Canada

On the other hand, the U.S. position in the United Kingdom and Canada again weakened. Canada's imports increased only slightly as the economy failed to respond to measures aimed at stimulating demand. Despite strong growth in soybeans and office machines, mostly computer parts and auxiliary equipment, U.S. sales to its largest customer edged up even more slowly than did those from the rest of the world. Machinery, an important segment in this flow of trade, leveled off. The auto strike, which affected both sides of the border in late 1970, was the key factor in the sluggishness of U.S. exports, however, although deliveries recovered in the early months of this year.

In Britain, imports from this country expanded marginally but the U.S. position was adversely affected by a substantial decline in military aircraft deliveries. Counteracting this downward influence were marked increases in sales of electrical machinery, organic chemicals, wood pulp, and iron and steel.

Buoyed by rising domestic prices and high levels of consumer demand, imports into both Italy and the Netherlands advanced by about one-fifth. Labor uncertainties in Italy hampered production but other suppliers met most of the resulting shortages so that the U.S. share declined sharply. Although failing to improve its position in the Dutch market also, the United States approximated the high rate of export growth recorded in the previous 12-month period. Sales of soybeans and nonelectrical ma-

chinery were especially expansive.

Several of the smaller European countries showed exceptionally large increases in demand for U.S. products. Finland expanded its purchases from this country by more than one-half and Portugal by three-fourths, both much faster than from other sources. Although U.S. deliveries of aircraft to Finland declined, stepped-up sales of nonelectric machinery more than took up the slack. Meanwhile, wheat and aircraft were primarily responsible for the sharp increase in U.S. exports to Portugal.

In Yugoslavia, poor weather conditions led to shortfalls in the agricultural sector, thus stimulating wheat, animal feed, and soybean oil imports. In addition, Yugoslavia took delivery of seven commercial aircraft during the period. As a result, imports from the United States doubled.

Among the developing nations of the world, Mexico remains the largest U.S. customer. Overall imports rose substantially during the latest 12-month period, in part because of poor crops following a severe drought. The resulting shortages created a demand for corn and soybeans and helped the United States expand its share of that market slightly. Continued investment in the industrial sector spurred Mexican purchases of telecommunications equipment, while arrivals of electronic components and automobile parts for local assembly remained strong.

Israeli purchases slackened as the government's policy of curtailing imports—particularly of consumer goods—began to take effect. Import deposit requirements and a tariff surcharge depressed U.S. sales of television sets and automobiles. Nevertheless, U.S. exports of cereal grains, especially wheat, and telecommunications equipment increased significantly. The preferential trade agreement signed by Israel and the European Economic Community last fall may already be contributing to the erosion of the U.S. market position.

The United States boosted deliveries to both Malaysia and Singapore, as the emphasis on development in these countries created strong demand for tractors and construction and mining equipment. Singapore also continued expanding its intake of U.S. electronic components and parts for local assembly, but its purchases of aircraft fell sharply. Korea increased imports of U.S. goods despite a drop in military aid shipments. The increase was large enough to reverse the declining trend in the U.S. share—primarily at the expense of Japanese products. The U.S. portion of the market also expanded in Nigeria and Pakistan but declined in Hong Kong and Taiwan in the face of Japanese competition.

Reserves rise sharply

At the end of the March 1971 quarter, official reserves of the major U.S. trading partners stood at $74 billion, up from $55 billion held by the same countries a year earlier. While the large majority of the nations shown in the accompanying table increased their hold-

A report on the value of total imports into all of the major free-world foreign markets for which current statistics are available, and the U.S. share of those markets, is published quarterly in* Commerce Today. *The preceding report appeared in the April 19 issue.

World Market

The 43 markets shown below accounted for 88% of 1970 imports

Values in millions of dollars — Published

Country	1970 Imports			1971 Imports January through latest month				Import change in latest available 12-month period *		Reserves at end of first quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1970	1971
Germany, Fed. Rep.	29,817	3,293	11.0	Mar.	8,054	957	11.9	+18	+23	7,366	15,802
United Kingdom	21,724	2,816	13.0	Apr.	7,868	1,009	12.8	+10	+ 4	2,710	3,317
France	18,918	1,897	10.0	Apr.	6,908	636	9.2	+ 8	+17	4,126	5,490
Japan	18,883	5,565	29.5	Mar.	4,867	1,427	29.3	+21	+24	4,058	5,898
Italy	14,939	1,543	10.3	Mar.	3,996	401	10.0	+19	+ 5	5,080	6,049
Canada	14,500	10,311	71.1	Mar.	3,705	2,721	73.4	+ 4	+ 2	3,598	4,845
Netherlands	13,391	1,308	9.8	Feb.	2,337	238	10.2	+21	+18	2,670	3,542
Belgium-Lux	11,362	995	8.8	Mar.	2,954	204	6.9	+12	+16	2,530	3,072
Sweden	7,005	609	8.7	Mar.	1,727	164	9.5	+13	+ 7	654	868
Switzerland	6,483	552	8.5	Apr.	2,241	171	7.7	+14	+ 2	3,587	3,942
Australia	5,091	1,292	25.4	Mar.	1,227	298	24.3	+ 9	+10	1,380	2,077
Spain	4,749	897	18.9	May	1,989	331	16.7	+ 4	− 3	1,364	2,077
Denmark	4,384	327	7.5	Apr.	1,445	109	7.6	+10	+ 3	449	594
South Africa, Rep.	3,912	653	16.7	Jan.	370	55	14.8	+20	+14	1,385	948
Norway	3,697	267	7.2	Apr.	1,256	81	6.5	+22	+ 2	684	877
Austria	3,549	121	3.4	Apr.	1,301	40	3.1	+23	+15	1,500	1,783
Hong Kong	2,905	382	13.2	Apr.	1,075	145	13.5	+18	+ 8	(1)	(1)
Yugoslavia	2,874	160	5.6	Mar.	764	48	6.3	+44	+98	264	148
Finland	2,637	137	5.2	Apr.	829	45	5.4	+22	+53	380	537
Mexico	2,461	2 1,573	2 63.9	....	....	....	....	+18	+21	722	839
Singapore	2,461	266	10.8	Mar.	675	85	12.6	+19	+58	258	312
India	2,094	614	29.3	....	....	....	....	− 5	+ 2	1,095	1,052

Note: The countries shown above include the 43 major importers of U.S. merchandise in 1970 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. valuation to a c.i.f. valuation for Australia, Canada, the Republic of South Africa, and Venezuela. Reserves include official holdings of gold and foreign exchange, the gold tranche position, and, beginning January 1970, Special Drawing Rights (SDRs) in the International Monetary Fund.

Report Bureau of International Commerce

into all free-world foreign markets and 89% of imports from the U.S.

quarterly

Country	1970 Imports			1971 Imports January through latest month				Import change in latest available 12-month period *		Reserves at end of first quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1970	1971
Korea, Rep.	1,984	585	29.5	Mar.	438	150	34.2	+ 5	+10	554	570
Greece	1,958	116	5.9	....	....	....	....	+23	−24	281	298
Venezuela	[2] 1,892	[2] 916	[2] 48.4	....	....	....	....	+ 8	+ 4	1,000	955
Argentina	1,685	419	24.8	....	....	....	....	+ 7	+21	609	609
Iran	1,632	217	13.3	....	....	....	....	+ 6	+ 1	291	287
Ireland	1,569	110	7.0	Mar.	492	76	15.4	+16	+12	728	800
Portugal	1,556	107	6.9	Mar.	273	27	9.8	+13	+70	1,392	1,507
Taiwan	1,524	364	23.9	Mar.	338	68	20.2	+23	+14	471	638
Israel	1,439	323	22.4	Jan.	164	54	33.2	+11	+ 7	415	527
Thailand	1,290	193	14.9	....	....	....	....	+ 5	+ 2	1,013	941
New Zealand	1,245	167	13.4	Mar.	315	36	11.3	+27	+40	155	169
Philippines	1,209	355	29.4	Jan.	92	21	23.1	− 2	−([3])	192	280
Pakistan	1,129	361	31.9	Feb.	208	69	33.2	+16	+69	342	178
Malaysia [4]	[2] 1,081	[2] 89	[2] 8.3	....	....	....	....	+18	+70	668	770
Nigeria	1,054	153	14.6	....	....	....	....	+51	+87	154	291
Turkey	827	150	18.2	Feb.	179	18	10.3	+ 9	− 2	249	435
U.A.R. (Egypt)	773	[2] 48	[2] 6.2	....	....	....	....	+21	+ 6	185	118
Peru	619	199	32.1	....	....	....	....	+ 3	+ 7	255	[5] 280
Viet-Nam, Rep.	[2] 562	[2] 249	[2] 44.3	....	....	....	....	−16	− 4	209	241
Trinidad & Tobago	543	89	16.4	....	....	....	....	+13	+25	41	50
Ecuador	247	[2] 82	[2] 33.1	....	....	....	....	− 6	− 4	66	69

* Compared with preceding 12-month period.
[1] Not available. [2] Estimated from partial year data. [3] Less than 0.5 percent. [4] Import data are for West Malaysia only. [5] End of December.
Source: Official trade statistics of listed countries. International Monetary Fund, *International Financial Statistics.*

ings, all but a small fraction of the overall gain accrued to those with developed economies.

The increase in reserves included the second of three scheduled annual allocations of Special Drawing Rights (SDRs) made by the International Monetary Fund in January. A more important factor was the continuing deficit in the U.S. balance of payments and the resulting increase in the amount of dollars in foreign hands. The supply of Eurodollars rose to record levels and interest rates in that market softened. As a result, private funds poured into national money markets where yields were higher, adding to already swollen reserves. Industrial countries, especially in Europe, thus faced the dual tasks of coping with the inflationary effects of this influx of capital and of adjusting their interest rates so as to bring them more in line with the lower rates prevailing in the Eurodollar market and the United States in order to discourage further large inflows.

Germany amassed almost half of the rise in total reserves recorded by our principal trade partners, doubling its holdings to nearly $16 billion, mostly in U.S. dollars. Massive inflows of speculative capital, attracted by both higher interest rates and the possibility of another mark revaluation, along with a trade surplus in the neighborhood of $6 billion, accounted for the German gain. (To counter the heavy influx of funds, Germany floated the mark in May, thus letting it seek its own level at least temporarily.)

Japan boosted its reserves by almost one-half to just under the $6 billion level, as its trade surplus in 1970 exceeded that of the previous year. In the first quarter of 1971, moreover, Japanese exports rose briskly while imports lagged as the economy slowed. Foreign portfolio investment also picked up in recent months after an earlier slowdown. France, too, continued to accumulate official holdings, thanks to a favorable trade balance and a sizable inflow of investment capital. In addition, France repaid to the IMF all but about one-fourth of the nearly $1 billion credit extended to it in 1969.

The one-third increase in Canadian reserves to almost $5 billion was attributable to a strong trade surplus and to receipts of long-term capital. Italy and the Netherlands also recorded substantial gains. Foreign investment, emigrant remittances, tourism proceeds, and borrowing more than offset Italian trade losses. A continuing strong influx of capital, especially dollars, attracted by high interest rates, did the same for the Netherlands.

Among the developing countries listed, Taiwan reported the largest increase in reserves as foreign investment capital combined with mounting receipts from tourism and a small trade surplus. Nigeria nearly doubled its reserves, largely on the strength of expanding petroleum exports, although the total remained small.

Relatively few countries lost reserves during the 12-month period ending March 31, 1971. South Africa and Yugoslavia were the only two developed nations to do so, both because of rapidly rising imports. Pakistani holdings declined by nearly one-half, also due to a sharp increase in imports as well as to the strife in East Pakistan and the heavy load of servicing the country's external debt.

June-July Trade Actions Included Hearings On Policy

This article is another in a series of periodic reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislation and Tariff Analysis Division of the Bureau of International Commerce's Office of International Trade Policy.

CONGRESS

U.S. economic policy for the 1970's again occupied congressional attention with the Subcommittee on Foreign Economic Policy of the Joint Economic Committee holding five days of hearings late in June. Testifying at the hearings were Secretary of Commerce Stans and eight other Administration representatives. Secretary Stans commented on the trade performance of the U.S., which he described as deteriorating with little likelihood of early improvement. According to the Secretary, U.S. import and export problems stem from the declining competitiveness of American industry and the greater effort spent by U.S. trading partners in making export sales. As a solution, Secretary Stans suggested that the U.S. reexamine its policies and develop long-range programs and incentives to promote research and development, investment and export sales. Interim measures to adjust to import competition, such as adjustment assistance, will also be needed until the longer-run actions to improve price competitiveness take effect. In addition, Secretary Stans emphasized that reciprocity must be the cornerstone of trading relationships.

Other Congressional Hearings: On June 18, the Senate Commerce Committee's Subcommittee on Foreign Commerce and Tourism held public hearings to examine provisions of S. 1798, the International Voluntary Standards Cooperation Act of 1971. Under Secretary of Commerce James T. Lynn discussed the impact of standards as a nontariff barrier. To assure that standards will promote rather than hinder trade, he said, it is vital that the U.S. take an active role in the formulation, harmonization and certification of international standards. Lynn supported S. 1798 as providing the necessary machinery to accomplish these goals. Deputy Assistant Secretary of Commerce Richard Simpson, as well as representatives of the American National Standards Institute, the Scientific Apparatus Makers Association and the Business Equipment Manufacturers Association, also testified in support of the bill.

Also, hearings on an identical House bill, H.R. 8111, were concluded in June by the Subcommittee on Commerce and Financing of the House Committee on Interstate and Foreign Commerce.

On July 8, the Subcommittee on Fisheries and Wildlife Conservation of the House Merchant Marine and Fisheries Committee resumed hearings on H.R. 3304 and related bills to conserve and protect Atlantic salmon of North American origin. One provision of H.R. 3304 would prohibit the importation of fish products of any country whose fishing operations are detrimental to the conservation of Atlantic salmon.

During June and July, hearings were held in both the House and Senate with regard to legislation relating to economic sanctions against Rhodesia. The Subcommittee on International Organization and Movements of the House Committee on Foreign Affairs held hearings on H.R. 45, to continue U.S. participation in the mandatory sanction program against Rhodesia and on H.J.R. 172 which calls for an end to the sanctions. The Senate Foreign Relations Committee held hearings on S. 1404 which would permit the importation of chrome from Rhodesia as long as chrome is being imported from Communist countries.

Also during July, the Senate Finance Committee completed public hearings on H.R. 8866, extending and amending the Sugar Act, and began consideration of the bill in executive session.

Trade Legislation: Through July 12, approximately 260 trade and related bills were introduced in the 92nd Congress. About 80 were import quota bills for specific product groups and seven were general orderly marketing bills, applicable when imports surpass stated levels of domestic consumption. One quota bill not previously reported in this column has been introduced for lead and zinc (H.R. 8854). Other new legislation would amend the U.S. tariff laws by temporarily suspending the rate of duty on corn and maize (H.R. 8947) and by increasing the rate of duty on certain tops, rovings and yarns of animal hair and certain woven, knitted or nonwoven fabrics (H.R. 9067). Other new trade-related bills would: amend the Tariff Act of 1930 with respect to licensing of customs brokers (H.R. 8991); ban the interstate distribution or importation of certain chemicals used in fire-retardant compounds and water-repellant treatment (H.R. 8576); amend the Trade Expansion Act to provide that tie votes in escape-clause and adjustment assistance cases shall be considered as affirmative findings (H.R. 9715); amend the Trading with the Enemy Act to decontrol U.S. direct investments abroad (S. 2019); repeal the Mobile Trade Fair Program (S. 2025); prohibit the importation of petroleum from any country nationalizing U.S. property (S. 2110); and prohibit removal of certain merchandise from a bonded customs warehouse (S. 2144).

Other Committee Action: Fol-

lowing public hearings, executive session and approval by its Subcommittee on Domestic Marketing and Consumer Relations, the House Agriculture Committee on July 13 reported favorably H.R. 4874, adding unshelled filberts to the list of fruits and vegetables covered by Section 8e of the Agricultural Marketing Agreement Act.

Also, the House Ways and Means Committee has favorably reported H.R. 8293, continuing until September 30, 1973, the International Coffee Agreement Act of 1968.

In the Senate, the Senate Finance Committee ordered favorably reported four tariff bills previously passed by the House (see below). H.R. 1680 and H.R. 7767 were ordered reported as passed by the House, but H.R. 4590 was amended to eliminate existing duties on imported TNT and tin-coated sheets used in making maple-sap evaporators and H.R. 8312 was amended to continue for one year only duty-free status of certain gifts by members of the Armed Forces serving in combat zones.

Floor Action: During June, both the House and Senate passed H.R. 1161, removing certain restrictions on the export of domestic wines. Also during June, the House and Senate both passed H.R. 7767, continuing until June 30, 1973, the duty suspension for metal scrap.

In addition, the House passed during June and sent to the Senate the following tariff bills: H.R. 1680, extending for an additional temporary period the existing duty suspension for certain classifications of yarns of silk; H.R. 4590, establishing a permanent duty suspension for aluminum hydroxide and oxide, calcined bauxite and bauxite ore; and H.R. 8312, continuing for two additional years the duty-free status of certain gifts by members of the Armed Forces serving in combat zones. Another trade-related bill passed by the House and sent to the Senate was H.R. 8866, extending and amending the Sugar Act.

THE PRESIDENT

On July 6, the President signed into law H.R. 1161 (P.L. 92-42), removing certain restrictions on the export of domestic wine and H.R. 7767 (P.L. 92-44), continuing until June 30, 1973, the existing duty suspension for metal scrap.

TARIFF COMMISSION

Escape-Clause Investigations: For the first time in the history of the Trade Expansion Act, the Tariff Commission has initiated an escape-clause investigation following receipt of a petition filed by labor unions. Three unions (International Association of Machinists and Aerospace Workers, AFL-CIO; International Brotherhood of Electrical Workers, AFL-CIO; and International Union of Electrical, Radio and Machine Workers, AFL-CIO-CLC) have petitioned the Commission to investigate the effects of imports on the domestic television industry.

In addition, the Commission has announced, as the result of a petition by the American Dinnerware Emergency Committee, the initiation of an escape-clause investigation to determine the effects of imported dinnerware on the domestic industry.

Public hearings for the investigations, the twenty-first and twenty-second initiated under provisions of the TEA, will be held on Aug. 24 (televisions) and Sept. 21 (dinnerware).

Also, the Commission held a hearing on June 15 as part of the escape-clause investigation of marble and travertine products. Testimony was given by representatives of the National Association of Marble Producers on behalf of the domestic industry and by representatives of Italian, Taiwanese, and Portuguese exporters.

Adjustment Assistance—Firms: Since June 1, the Tariff Commission has initiated four investigations on behalf of firms alleging injury due to increased imports. The investigations will examine the effects of imports on the following firms: Pla Mac, Inc., Lynn, Mass. (women's and misses' footwear); Seymour Shoes, Inc., Haverhill, Mass. (women's dress shoes); Utica Cutlery, Utica, N.Y. (stainless steel table flatware); and Johnson, Stephens and Shinkle Shoe Co., St. Louis (women's and misses' cement process shoes).

Adjustment Assistance—Workers: In its reports for six investigations on behalf of worker groups, the Commission unanimously found five groups of footwear workers ineligible to apply for adjustment assistance and was equally-divided regarding the eligibility of a group of former pipe organ workers. Those involved in the negative determinations were some 1200 shoe workers at the following plants: Lown-Salvage Shoe Corp., Auburn, Me.; D'Antonio Shoe Corp., and Bernardo Sandals, Inc. of New York City; Knapp King Size Corp., Brockton, Mass.; and Commonwealth Shoe and Leather Co., Inc., Whitman, Mass. The evenly-divided vote regarding 500 workers at M. P. Moller, Inc., Hagerstown Md., sends the case to the President for a final determination of eligibility to apply for adjustment assistance.

In addition, the Commission has opened new investigations to determine the effect of imports on four petitioning groups of workers. Three involve shoe workers at the following plants: Stacy Adams Shoe Co., Brockton, Mass.; Copley Shoe Co., Inc., Wakefield, Mass.; and Pappagallo, Inc., of New York City. The fourth investigation, for which the Commission held a public hearing on July 7, involves workers producing phonographs, radio-phonographs, and radio-phonograph-tape player combinations at Warwick Electronics, Inc., Zion, Ill.

Dumping Cases: Completing its investigations on four cases of alleged dumping previously referred to the Tariff Commission by Treasury (see *Commerce Today*, April 5), the Commission found that a

domestic industry had been injured in three instances and that a domestic industry had not been injured in one instance. The three affirmative findings concern imports of pig iron from Canada, West Germany, and Finland (the first two being unanimous decisions and the third evenly-divided with Commissioners Leonard and Young in the negative; Moore and Sutton in the affirmative). Imports of these items, sold in the U.S. at prices below those in the exporters' home market, will become subject to special dumping duties.

As a result of the negative determination concerning eggs in the shell from Mexico, special dumping duties will not be imposed.

Also, the Commission held hearings in connection with two other cases referred to the Commission by Treasury following findings of sales at less than fair value: sheet glass from Taiwan and tempered sheet glass from Japan.

Section 337 (Unfair Import Competition) Cases: On June 25, the Tariff Commission, releasing the report of its findings in the full investigation of certain crawler (track-laying) tractor parts, recommended (Commissioner Sutton dissenting and Commissioners Moore, Young and Mize abstaining) that the President issue a permanent exclusion order. The Commission found unfair methods of competition and unfair acts in importation and sale of such articles resulting from the combination and conspiracy of the Italian manufacturer and eight U.S. importers-distributors to restrain or monopolize trade in the United States. This is only the second recommendation for a permanent exclusion order since 1962 and the first for unfair trade practices other than patent infringement under section 337. A preliminary investigation was initiated in December 1968 following receipt of a complaint filed on behalf of Albert Levine Associates of Jamaica, N.Y.

In addition, the Commission held public hearings in connection with the full investigations involving alleged patent infringement by importers of certain lightweight luggage, certain plastic sheets and meprobamate.

OTHER AGENCIES

Treasury—Dumping Cases: Of the eight actions taken by Treasury under the Antidumping Act, one was a final notice to discontinue the investigation (high voltage porcelain insulators from Japan); one was a final determination of no sales at less than fair value (tapered roller bearings from Japan); two were tentative determinations of no sales of less than fair value (door locks and latches from Japan and anhydrous aluminum chloride from Canada); one was a tentative discontinuance of investigation (bicycle tires and inner tubes from Japan); two involved withholding of appraisement (bicycles from West Germany and tubeless tire valves from Canada); and one was the initiation of a new investigation (finished tubeless tire valves from West Germany).

The final notice to discontinue the investigation of high voltage porcelain insulators from Japan (see *Commerce Today*, June 14, for similar preliminary decision) and the tentative discontinuance of the investigation concerning bicycle tires and inner tubes from Japan were based on formal assurances from the foreign manufacturer that no further sales will be made at prices below those in the exporters' home market.

The final negative determination regarding tapered roller bearings from Japan (see *Commerce Today*, Feb. 8, for preliminary decision) and the preliminary negative findings regarding door locks and latches from Japan and anhydrous aluminum chloride from Canada were based on information that the price to buyers in third countries or in the exporters' home market was lower than the price to buyers in the United States.

Withholding of appraisement on imports of bicycles from West Germany and tubeless tire valves from Canada was required as the Secretary of the Treasury has reasonable grounds to believe or suspect that these items are being sold in the U.S. below prices for home consumption.

The new investigation has been opened following a summary investigation in order to verify information with respect to alleged dumping of finished tubeless tire valves from West Germany.

Treasury—Motor Vehicle Standards: Amendments to the National Traffic and Motor Vehicle Safety Act of 1966 became effective June 10. The amendments will facilitate importation of vehicles not subject to the Act and vehicles brought into conformity with the Act after their manufacture but prior to their entry.

Commerce-Adjustment Assistance: The Commerce Department has certified the Royal Silver Mfg. Co., Norfolk, Va., the Bel-Tronics Corp., Addison, Ill. and the Fourco Glass Company, Clarksburg, West Va., as eligible to apply for adjustment assistance. Application from Royal Silver, a manufacturer of stainless steel flatware, followed a unanimous Tariff Commission finding of import injury (see *Commerce Today*, June 14) while the application from Bel-Tronics, a producer of radios and TV receivers, followed an evenly-divided Tariff Commission report (see *Commerce Today*, May 3) and a Presidential decision to accept the determination of those Commissioners who found import injury (see *Commerce Today*, June 14). The petition from Fourco, a manufacturer of window glass, followed a Commission finding of injury to the domestic industry and Presidential authorization for firms and workers in the industry to apply for assistance (see *International Commerce*, March 16, 1970). The firms, the 12th, 13th, and 14th designated by Commerce to qualify for

adjustment assistance under import injury criteria of the Trade Expansion Act, must now submit to Commerce an adjustment assistance proposal designed to contribute materially to the firms' economic development and to meet other legal criteria.

Labor—Adjustment Assistance: Eleven worker groups have been certified by the Labor Department as eligible to apply for adjustment assistance. Of the 5300 workers, approximately 2200 are unemployed or underemployed shoe workers at the following plants: Footflairs, Inc., Manchester, N. H.; Brown Shoe Co., Mattoon, Ill.; Evangeline Shoe Corp. Manchester, N. H.; Bella Mia Footwear Mfg. Corp., Brooklyn, N. Y.; Johnson, Stephens and Shinkle Co., Vandalia, Ill.; Ornsteen Shoe Co., Inc., Haverhill, Mass.; Kleven Shoe Sales Co., Inc., North Brookfield, Mass., and Sinclair Shoe Co., Haverhill, Mass. The other three worker groups receiving certification were employed at RCA Corp., Memphis, Tenn. (TV receivers); Advance Ross Electronics, Washington, Iowa (electronic components); and Emerson Television and Radio Co., Jersey City, N. J. (TV receivers). All the petitions followed evenly-divided Tariff Commission reports and a Presidential decision to accept the determination of those Commissioners' finding import injury.

In addition, Labor issued a revised certification covering additional workers at Estey Piano Co., Bluffton, Ind.

Agriculture — Fruit and Vegetable Imports and Exports: Pursuant to provisions of section 8e of the Agricultural Marketing Agreement Act of 1937, as amended, Agriculture issued new minimum grade, size, and maturity requirements for imported avocados, effective June 23. In addition, Agriculture revised minimum grade, size, and maturity requirements for red varieties of potatoes imported from July 1 through July 15. On July 17, Agriculture published minimum maturity requirements for imported yellow or white onions, effective July 20.

Effective June 19, Agriculture terminated Federal marketing order regulations for domestic and imported tomatoes. Minimum size and pack requirements under the marketing order covering Florida-grown tomatoes were dropped because the spring marketing season was almost over. The minimum size requirement for imported tomatoes was dropped since it is required only when domestic shipments are regulated. Agriculture is also considering grade and size requirements for imported dried prunes and grade and maturity requirements for imported raisins.

Interested persons may submit comments by Aug. 14 on the prune proposal and by Sept. 13 on the raisin proposal to the Hearing Clerk, Room 112-A, U.S. Department of Agriculture, Washington, D.C. 20250. Section 8e prohibits the importation of specified fruits and vegetables unless they meet the same requirements as those shipped under marketing orders in the U.S.

In addition, Agriculture published June 11 less restrictive grade limitations on the exportation of oranges and grapefruit grown in Florida. The regulations, promulgated under section 8e, prevent shipments outside North America of sub-minimum fruit and vegetables.

Transportation—Hazardous Materials Regulations: The Department of Transportation has proposed amendments to a current restriction requiring foreign-made compressed gas cylinders to be tested within the U.S. The proposal would authorize the testing of compressed gas cylinders outside the U.S. and would give DOT authority to approve disinterested inspectors within and outside the U.S. Interested persons may submit comments to DOT's Hazardous Materials Regulations Board through Sept. 9.

INTERNATIONAL

Foreign Dumping Actions: The Canadian Dept. of National Revenue has initiated an anti-dumping investigation against two U.S. firms for alleged dumping of wedding gowns in Canada.

Filtration, Air Cleaning Units To Be Shown in London

An international filtration and separation exhibition and conference, Filtech/71, will be held at Empire Hall, Olympia, London, Sept. 28-Oct. 1. At the same time, also in Empire Hall, a dust control and air cleaning exhibition will display hundreds of types and designs of equipment.

Filtech/71, organized by Filtech Exhibitions Ltd. and sponsored by *Filtration & Separation* magazine, will display items ranging from tiny cartridges to centrifuges and pressure filters weighing many tons—the latest equipment and products of manufacturers and suppliers from many countries. The Filtration Society, London, is organizing the conference, for which the theme is liquid-solid separation equipment in process plant design and development.

The dust control and air cleaning exhibition is being organized by Technology Exhibitions Ltd.

For information on participating in either show, write its organizer at 1 Katharine St., Croydon CR9 1LB, England.

Virology Equipment Show Set For Moscow In Fall

U.S. firms are invited by the USSR Chamber of Commerce to participate in an exhibition, Virology-71, to take place in Moscow Nov. 24-Dec. 7. The latest equipment used in molecular virology for isolating and studying viruses and their components is to be exhibited. For additional information, write: USSR Chamber of Commerce, Virology-71, Sokol'nicheskiy Val. I-a, Moscow B-232, USSR. Telex: Moscow 185.

SOVIET VISITORS—*In Moscow, mission member Hugh Campbell (left) of Dupont and mission leader Richard Curry (right) explain advantages of U.S. equipment. In photo at right, Dale Tenny of Bacharach Instrument Co. discusses firm's apparatus.*

Instrument Makers Expect New Sales From Mission-Exhibit In USSR

Some 2,500 scientists and technicians from Moscow and other areas of the Soviet Union recently visited a special display at the exhibition hall of the Ministry of Instrument Making in the USSR capital.

Usually showing Soviet-made instruments, the hall displayed exclusively for five days a half-million dollars' worth of equipment manufactured by U.S. firms comprising a spring trade mission to the USSR. Of the eight missions developed by the Commerce Department to visit Moscow in the last few years, this is the first to include an exhibit.

The eight-member group, organized by the Scientific Apparatus Makers Association, reports that taking display goods along on a sales promotion trip pays well: the participating firms estimate that orders expected during the next year may top $1.8 million.

The sponsoring Association's Richard Curry was the mission director. Curry described their display equipment as "a variety of technologically advanced instruments, apparatus, and supplies manufactured by the U.S. instrument industry."

Only two of the companies represented had had previous experience in the Soviet market. Newcomer Charles Rossiter, Orion Research, Inc., Cambridge, Mass., said, "We feel that the USSR could become our largest export market within the next two years."

Norman Frankel, Standard Scientific Division of IPCO Hospital Supply Corp., Chicago, another newcomer to this market, believes that each firm represented on the mission will conclude orders for specific instruments and accessories in the months ahead. The major buying organizations for instrumentation in the USSR are MEDEXPORT, MASHPRIBORINTORG, and TECHSNABEXPORT. As Frankel explains, these organizations can purchase laboratory instrumentation for industrial or medical installations as funds are available.

Frankel contends that clinical apparatus apparently has been given less consideration than instruments for industry research and that "the market for automated and semi-automated instrumentation in the clinical laboratory field is virgin territory." The Soviet scientists, he observed, were also interested in disposable laboratory products, and in prepared chemical reagents, stains, and standards. "Products ancillary to laboratory instrumentation could develop into a major market throughout the Soviet Union," he says.

Louisiana Group Sees Chance For Investment From Sweden, Finland

A mission organized by Louisiana to seek investment from Swedish and Finnish firms reports potential in a variety of fields.

Returning recently from visiting Stockholm, Goteborg, Malmo, and Helsinki, the members said they found that some companies are interested only in distributors or licensees; however, eventual investment by Swedish and Finnish firms is possible in such areas as food products, paper products, rubber footwear, capacitors, and sodium chlorate.

An official of the National Federation of Swedish Forest Owners' Associations was scheduled to come to Louisiana last month to meet with forest industry representatives.

Officials of the State's Department of Commerce and Industry, a New Orleans port representative, and a staff member of the U.S. Senate Commerce Committee comprised the State's mission.

Virginia Mission Finds Sales Growth Prospect In German Markets

Prospects for expanding sales of Virginia-made products to the Federal Republic of Germany look encouraging, according to a trade mission that visited Stuttgart, Munich, Frankfurt, and nearby areas in the spring.

Mission members, specializing in electronics and instrumentation, in some 100 interviews with executives of German firms discussed sales, distribution, and licensing and cross-licensing agreements.

Joined in Frankfurt by Virginia's Governor, Linwood Holton, the group visited the U.S. Trade Center; in Hanover, the members attended the annual international trade fair. In both cities, they met with Government officials and representatives of German industrial and financial institutions. They also took a side trip to the Commonwealth's overseas trade promotion office in Brussels.

Fred G. Kessener, Director of International Trade and Development for the Commonwealth, accompanied the mission. He pointed out upon his return that the business tour brought the participating Virginia companies into direct contact with industries or end-users for their products in Germany—the major objective of the group. This was Virginia's third industry-organized Government-approved trade mission.

AT HANOVER FAIR—*Governor Linwood Holton (second from left) joins Commonwealth mission members to discuss expanding markets for Virginia-made products.*

Spanish Shoe Fair In Elda Scheduled For Sept. 12-18

This fall's semiannual Elda International Shoe and Related Industries Fair in Spain's Province of Alicante—featuring spring and summer fashions—is scheduled for Sept. 12-18. Manufacturing machinery, leather, findings, chemicals and accessories also will be exhibited. Participation by U.S. firms is welcomed.

Write: D. Roque Calpena Gimenez, Director General, Feria Internacional del Calzado e Industrias Afines, Elda, Alicante, Spain.

Mission To Promote Farm Equipment In N. Africa This Fall

An agricultural development trade mission is being organized by the Commerce Department to visit North Africa this fall. The deadline for application to participate is Aug. 6.

Promoting sales of agricultural machinery, irrigation equipment, and related products and services, the mission is tentatively scheduled for Morocco, Algeria, and Libya Sept. 15-Oct. 5. Products identified as having the best potential for these areas are: irrigation and flood control equipment; harvesters and cultivaters for wheat, grain and barley; fertilizer production equipment and spreaders; dairy equipment; seed grain drills; sprayers; water-well-digging equipment; seeds; chemical fertilizers and insecticides, and hydrological services.

Mission participation will be limited to ten U.S. firms. For further details, call Mrs. Wanda Ale, 202-967-2051; or write Robert Wilbourn, Director, Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

World Medical Exhibition Set For Melbourne In 1972

U.S. suppliers of medical equipment are invited to participate in the World Medical Exhibition to be staged in conjunction with the fifth World Conference on General Practice, Oct. 1-7, 1972, in East Melbourne, Victoria, Australia.

The conference, held in a different country every three years, in 1972 is under the sponsorship of the Royal Australian College of General Practitioners. The medical exhibition will provide an opportunity to display the latest equipment, techniques and services available to the general practitioner and allied professions. Companies that cannot display will be allowed limited advertising in the Purchasing Directory to be published at the time of the show.

Write: Total Concept Exhibitions Pty. Ltd., P.O. Box 127, Balgowlah, N.S.W. Australia 2093.

Trade Fairs, Centers

U.S. Companies Invited To Exhibit Equipment In Frankfurt, London, Paris

An exhibition of vacuum and cryogenic equipment is scheduled for the U.S. Trade Center in Frankfurt, Dec. 6-10, and American firms are invited to participate.

U.S. sales in the German market are largest in the more advanced and sophisticated lines. American industry is considered the leader in advanced high- and ultra-high-vacuum technology in research and in specialized cryogenics.

U.S. industry has been able to establish a firm foothold on the ultra-high vacuum market; in some specialties the U.S. share is as high as 80 percent. In measuring instruments, halogen leak detectors are still being used but instruments based on mass-spectrometric principles are increasingly preferred; the U.S. share of this market is an estimated 60 to 70 percent. In cryogenics, a good market exists for dewars; annual sales total $.5 million of which some 50 percent is spent on containers for immersion or vapor cooling. These are examples of the variety of equipment offering sales potential.

Call Andre Williams, 202-967-2425; or write the Commerce Department, BIC-938, Washington, D.C. 20230 or any Commerce Field Office.

Telecommunications, France

In France, a vigorous Government program is under way to improve telecommunications and telephone services—through extensive capital investment and establishment of leasing companies to supply Government systems. As the telecommunications sector is likely to offer an expanding market for many kinds of U.S. equipment over the next few years, the U.S. Trade Center in Paris will stage an exhibition of selected types of such equipment Dec. 6-10.

Product areas offering high sales potential include data communications equipment, teletypewriters, modems, high speed teleprinters, airborne navigational aids, radio telephone equipment, transducers, wide-band data recording equipment, mobile FM receivers/transmitters, multiplexing equipment, telecommunications testing and measuring equipment, and subassemblies.

France is the fifth largest importer in the world, and the fifth largest market for U.S. products. Total French imports from the United States in 1970 rose to $1.9 billion, a 29 percent increase over 1969.

Call Charles Whitley, 202-967-4961; or write the Commerce Department, BIC-946, Washington, D.C. 20230, or any Field Office.

Computer equipment, U.K.

Sales of computer equipment in the United Kingdom increased from $667 million for the 12 months ended September 1969 to $972 million for the comparable period a year later. Of this total, $189 million was supplied by imports—the most significant proportion from the United States.

An exclusive U.S. exhibition of computer aided design and computer graphics devices, open only to business visitors, is scheduled for the Royal Horticultural Hall in London Jan. 31-Feb. 4, 1972.

Illustrative of the categories of sophisticated equipment within the scope of the exhibition are: entry devices, including light pens; function keys; alpha-numeric keyboards; drum and flatbed plotters; digitizers; cathode ray tube displays; film exposing printers; special processors, including on line and off line plot controllers; document and film scanners; and graphic recorders.

Phone Eugene F. Shaw, 202-967-3838; or write the Commerce Department, BIC-942, Washington, D.C. 20230, or any Commerce Field Office.

International Exhibitions Planned For London, 1972

Two international trade fairs, in which U.S. firms are invited to participate, are scheduled for Olympia, London, next year. The first, Jan. 24-28, will be Britain's 18th annual Hardware Trades Fair, displaying products (30,000 last year) which have to do with equipping, decorating, and maintaining a home or garden. **Write:** Universal Exhibitions Ltd., P.O. Box 43, High Wycombe, Buckinghamshire, England.

The second, ICAPE 72, scheduled for Sept. 18-22, will be the fifth International Chemical and Petroleum Engineering Exhibition sponsored jointly by the British Chemical Plant Manufacturers Association and the Council of British Manufacturers of Petroleum Equipment. Exhibits will include design and contracting services for complete process plants, instruments and control systems, production and distribution equipment, and other items. **Write:** Sales and Marketing Manager, ICAPE 72, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford St., London WC1A 1PB, England.

U.S. Firms May Exhibit At Foire De Paris, 1972

The 61st annual Foire de Paris, in which U.S. firms are welcome to participate, will be held in 1972 from April 29 through May 14.

Exhibits will feature products related to three broad categories: housing, furnishings, and leisure. The 1971 fair drew an estimated 1,200,000 visitors. For additional details, write La Foire de Paris, 7, rue Copernic, 75—Paris 16e.

Tokyo Exhibition's Seminar Attracts Japan Technicians

Nearly 900 Japanese research scientists and quality control technicians attended the dozen sessions of a seminar held in conjunction with the Chromatographic and Spectroscopic Equipment Exhibition at the Tokyo U.S. Trade Center last month.

The seminar was organized by the Commerce Department with the assistance of the Scientific Apparatus Makers Association. Among those listening to the dozen speakers were about 300 persons from Japanese college laboratories.

The show itself brought $195,000 in floor sales of equipment, much of which is still new in its applications. Projected 12-month follow-on sales were $2.2 million. The three companies seeking agents had 13 candidates under review as the show ended.

Of the 1,700 visitors who attended the exhibition, a quarter registered from outside the Tokyo area, a testimonial to the drawing power of the combined display-and-lecture event.

AT JAPAN EXHIBITION—*From left are John F. Shaw, Counselor for Commercial Affairs of the American Embassy in Tokyo; Takeo Aono, Vice President of the Chemical Society of Japan, Japanese guest of honor; Edward H. Slominski, Marketing Manager of the Hewlett-Packard Company, and John Wisniewski, Avondel Division of the Hewlett-Packard Co. Scene was the Chromatographic and Spectroscopic Equipment Exhibition at the Tokyo U.S. Trade Center, June 7-12.*

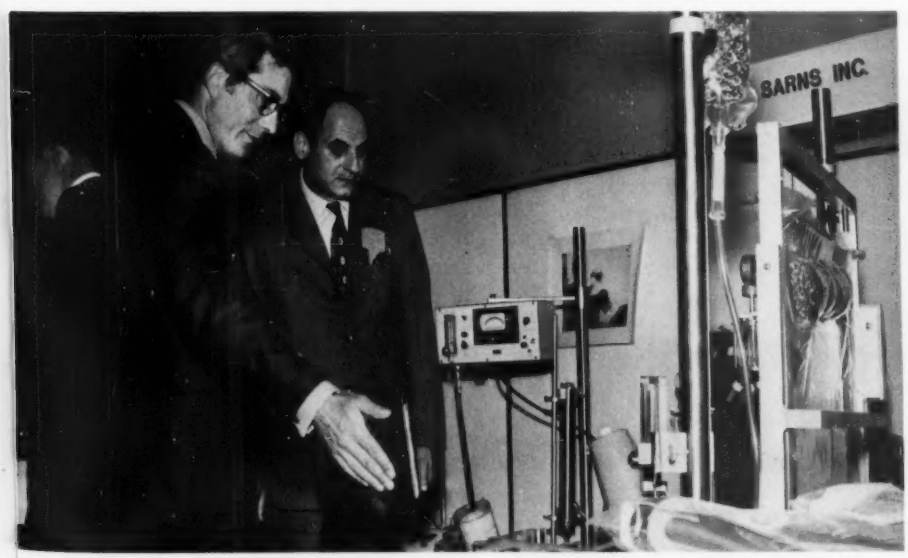
New Items Stars Of Medical Show

"An ideal way to introduce two new products, quickly, on the Italian market," said one exhibitor.

"There are enough new developments in this field to warrant a repeat show on this theme in three years" reported another.

These comments came out of the Advanced Medical Equipment Exhibition held last month at the Milan U.S. Trade Center, where 33 U.S. firms reported $365,000 in sales during the show and expect $2.6 million more in the next year. Ten European representatives were appointed by five of the 11 companies seeking agents or distributors, and 23 other candidates were under review at show's end.

The company introducing its two new products, Ohio Medical, said that it had become a firm believer in the value of the Trade Center program. The firm that backed a repeat show in three years—an opinion supported by most of the exhibitors—was Sarns, Inc., which also noted that the exhibition "was an opportunity to meet with all our European reps. We judge success upon results of these meetings rather than on direct sales. However, our direct sales and prospects would be sufficient by itself to justify our participation."



HEART-LUNG MACHINE IN ITALY—*Richard Sarns (left), president of Sarns, Inc., shows his firm's heart-lung machine with heart assist-pumps at June 8-12 Milan U.S. Trade Center show. Sarns expects about $136,000 in sales results from show.*

France's New 'Europort' Offers Good Opportunities For U.S. Firms

Construction has begun at Fos-sur-Mer on France's most ambitious industrial project, encompassing a deep-water port and a 50,000-acre industrial zone (reputed to be the largest in Europe).

Located on the Mediterranean west of Marseille, Fos has until now been a hillside village overlooking a barren, sandy plain. With vast steel, petroleum and other industrial facilities being built or planned and some $2 billion in investment scheduled over the next five years, Fos' ancient tranquility will be no more. The opportunities for American exporters and investors offered by the Fos project are many and varied.

The port, situated on a protected deep-water gulf, will comprise about 20 miles of docks along three basins. Tankers of 250,000 deadweight tons are already being received, and facilities to accommodate ships of twice that tonnage are to be available by the late 1970s. A large container area is also now in operation, and a mineral quay is in use for off-loading ores. By 1975, port traffic at Fos is expected to surpass that of neighboring Marseille and of Antwerp, which will make Fos Europe's second port after Rotterdam.

The industrial zone will eventually cover 50,000 acres and contain both heavy and light industrial and commercial establishments. The first phase of some 18,000 acres is now under construction. Three basins stretch well into the industrial zone, making nearly 9,000 acres of dock-side land available in the first phase of the project. Road, rail and inland waterway connections are good, and electricity, petroleum products and natural gas are readily available.

French language copies of the French Government study on American investments there, reported on page 47 of the June 28 issue of* Commerce Today, *are available from Librairie de France, Rockefeller Center, Promenade, 610 Fifth Ave., New York, N.Y. 10020; there is a charge of $1.75 per copy.

The major industrial project at Fos will be a steel mill which by 1973 or early 1974 will be producing three million tons per year, and by 1978 is expected to be producing seven million tons annually. This $1.2 billion plant is being built by Solmer, a subsidiary of the large Wendel-Sidelor steel group. Some 3,500 people will be employed there by 1974, and 13,000 by 1980.

The Solmer complex will initially include two highly-automated blast furnaces with adjacent ore-loading and stocking facilities, and sintering, beneficiation and other preparation installations. A third blast furnace is to be added by 1978. Two oxygen L.D. converters will each yield 280 tons of steel per hour (3.5 million tons per year total); a third converter planned for the second stage of the plant will double this output.

An integrated coking plant will provide coke and gas. A hot wide strip mill will produce six million tons of coils by 1980; it will be equipped with 90-inch cylinders and will be one of the most powerful in the world, producing coils of up to 37 tons. Three rolling mills will be housed in a building almost half a mile long.

Finishing work, such as pickling and sizing, will be done on site and will permit Solmer to offer all standard specifications. A heavy plate shop and a cold rolling mill are also to be built before 1980.

A second steel mill will be built by Ugine-Kuhlman at an estimated cost of over $150 million. It will be designed for the production of special steels, and will consist of converters, a ferro-alloy plant and a rolling mill. Total annual production will be 700,000 tons of special steels, including 400,000 tons of stainless steel. Production is scheduled to begin in 1973.

In addition to these steel mills, other major industrial projects being built at or planned for Fos include facilities for the receipt,

FRANCE'S AMBITIOUS PROJECT—*Fos is being transformed from a hillside village to one of Europe's biggest ports. Here, part of the new breakwater.*

storage and distribution of crude and refined petroleum and liquefied natural gas, and the production of polyethylene (60,000 tons per year) and liquefied industrial gases. Significant expansions of existing facilities in the Fos area are planned by petroleum refining and chemicals production (e.g., ethylene, chlorine, vinyl chloride, ethylhexanol) firms. The new short-distance commercial jet "Mercure" will be assembled at the Dassault aircraft plant at Istres airport, located ten miles north of Fos.

By 1976, total population in the Fos area is expected to rise to 145,000 (vs. 90,000 at present), with the number of jobs in the area doubling to 60,000 (of which 20,000 will be in the industrial zone). By 1985, the population is expected to be 300,000, and the number of jobs to again double to 125,000 (of which 31,000 will be in the zone).

By 1976, some 16,000 housing units will have to be built; by 1985, an additional 44,000 will be needed. Local roads, water and sanitation, recreation, parks, schools, health and social facilities, sports, administrative and cultural facilities—all will have to be provided at an estimated cost of $205 million. Construction of new highways to better link Fos with surrounding communities will require an estimated $75 million more.

American firms should be alert to the possibilities for exports of goods and services in connection with the activity at Fos, and to the development of this new center for industrial investment by both domestic and foreign companies. Equipment for use in the construction process, for the various plants, for the harbor and docks, and for the communities and infrastructure to be built (including, *inter alia*, low-cost rapid-construction housing and pollution detection and control equipment) will be needed. A comprehensive report on the entire project prepared recently by the American Embassy in Paris is available free of charge through any Department of Commerce Field Office, or by writing to CID/BIC, Code 924, Department of Commerce, Washington, D.C. 20230; ask for report number DIB 71-07-058.

The Embassy has furnished two addresses in France to which American firms can write directly regarding developments at Fos. For information on the over-all project itself, write to Bernard A. Friedrick, Charge de Mission, Promotion Commercial Fos, Port Autonome de Marseille, 23 Place de la Joliette, 13-Marseille. Firms interested specifically in the Solmer steel mill should write to Wendel-Sidelor, Bureau d'Etudes Solmer, 4 rue des Clercs, 57-Metz.

Steady Growth Seen For Norway; U.S. Export Prospects Promising

The Norwegian economy continues to grow, but at a relatively modest rate. The 1971 gross national product has been revised downward from the originally estimated 5.5 percent rate of growth to 4.4 percent.

The U.S. Embassy in Oslo goes on to report that prospects for U.S. exports to Norway are generally promising. The North Sea oil/gas discoveries in the Norwegian part of the North Sea will mean a bonanza for U.S. suppliers. The United States is also now considered to be competitive in shipbuilding and ships equipment.

All authoritative sources, including the OECD, seem to be in accord that the paramount problem of the Norwegian economy in the short-run is strong inflationary pressures generated by excessive wage/income settlements, high investment activity and expansionary fiscal policies. The strength of the inflationary tendencies is difficult to ascertain because of the price freeze since November 1970. The leveling off of the rise in production at a time of growing total demand, however, gives an indication of inherent pressures in the economy, pressures which are likely to come into the open following the anticipated lifting of the price freeze this summer or fall.

According to the Revised National Economic Budget for 1971 which has recently been presented to the Storting (Parliament) the new Labor Government gives high priority to measures aimed at curbing excess demand in an effort to restore balance in the economy. Since investment activity appears to be slowing down, such measures are likely to be directed towards consumer demand and, possibly, public demand.

Growth curves flatten

The growth in production has been relatively weak so far this year, particularly as regards export-oriented industries and industries exposed to competition from abroad. The production curves for most major groups of manufacturing industries appear to have flattened out, or turned downward since the summer of 1970. The patterns of the growth curves of some industries fluctuate to a degree that makes it difficult to ascertain the underlying trends. However, as far as primary iron and metals, machinery and engineering products, chemical and pulp and paper are concerned, the strong and persistent growth of recent years appears to be in the process of leveling out.

Agricultural production—mainly dairy products and meat during the winter half of the year—remains largely at the levels of recent years.

Winter unemployment was exceptionally low this year and the labor market remains very tight. At the end of April, registered un-

NORWAY'S OUTPUT SLIPS — *The growth in overall industrial production has been relatively weak this year. Above, a Trondheim pulp and paper plant.*

employment accounted for only 0.8 percent of the labor force. Wages, salaries and other negotiated incomes (farmers' and fishermen's) are expected to rise at unprecedented rates in the two-year period from the spring of 1970. Total increases in industrial wages are anticipated at about 26 percent over the two-year period.

Real wages rose by more than 6 percent in 1970. Industrial productivity has been calculated to have gained by an average of only 2 percent during the same period.

Consumer prices are still trending upward, but at a declining rate of growth. The CPI, which rose by 2.4 percent and 2.2 percent respectively, in the third and fourth quarters of 1970, increased by only 1.0 percent in the first quarter of the current year and by 0.3 percent in April. The total rise in the CPI from April 1970 to April this year was 6.8 percent. The slowdown is a result of the price freeze since November 1970.

There is reason to expect substantial price rises for a wide variety of goods and services sold in the domestic market when the price freeze is lifted. Profit margins for business primarily catering to the domestic market have been squeezed during the last half year because of the ban on offsetting increasing labor costs by higher product prices.

Consumer demand is currently high and rising. In January-February 1971 the volume of retail trade rose at an annual rate of 4 percent increasing to an annual rate of 6 percent in March-April. Investment demand also remains high, but the most recent official survey of business investment plans, as well as the order statistics, indicate a flattening out of investment demand in coming months. Demand from abroad appears satisfactory for most categories of export products with the exception of primary aluminum and some paper and pulp. So far the strong internal cost increases do not appear to have materially affected the competitiveness of Norwegian export products in international markets.

Reduced aircraft sales

Reduced deliveries of civil aircraft brought about a $12.5 million reduction (to $81 million) in U.S. exports to Norway in January-April, compared with the same four-month period in 1970. Except for coal, mineral oils, and iron and steel, all of which experienced minor setbacks, most traditional U.S. commodities showed a healthy growth during the first four months of this year. Notable increases were recorded for farm products, particularly soybeans (up $5.3 million), chemicals, and electrical and non-electrical machinery.

Norway's exports to the United States rose by more than 30 percent to $60 million in January-April this year, compared with the same period in 1970. The most notable increases were recorded for frozen fish fillets, aluminum and ferroalloys.

The Third International Shipping Fair, held in Oslo May 10-15, had 296 exhibitors from 20 different countries. While direct U.S. participation was disappointingly small, some U.S. products were exhibited by American subsidiary companies and Norwegian agents. Nor-Shipping '71 attracted over 15,000 visitors from 41 different countries. This is an impressive number of trade visitors as attendance was by invitation only.

American shipyard and manufacturers of ships' gear and supplies should take note of a comment which appeared in the Norwegian Journal of Commerce and Shipping at the time of the exhibition: "While the U.S. shipping industry —shipbuilders as well as operators and many government agencies— face a tremendous challenge in rejuvenating their own affairs, European shipbuilders should not discount American yards as strong competitors in the long run. Foreign owners may in the future be able to get as good a deal—or even a better one—in the United States than they are now getting in Norway, Sweden, Japan, Germany and many other countries which are today topping the list of the world's leading shipbuilders."

The next and Fourth International Shipping Exhibition will take place in Oslo May 1973 and will henceforth be held every other year instead of every third year.

The most interesting prospects for U.S. business are likely to be found in the expanding off-shore oil and gas prospecting and production in Norwegian waters. The oil/gas deposit coming into commercial operation these days (Ekofisk) reportedly ranks among the 20 largest deposits in the world, and prospects for finding other major deposits in the Norwegian part of the North Sea and the Norwegian Sea are increasingly promising.

U.S. exports of equipment for oil exploration and drilling in the Norwegian sector of the North Sea are expected to increase sharply during months to come. Eximbank has recently granted credits and/or loans amounting to well over $50 million for such equipment.

Panama Primes Economy For Further Growth

The U.S. Embassy in Panama reports that 1970's strengthened economic activity has been sustained through the first half of 1971. Real GDP growth of approximately 8 percent was reported for 1970. With a possible leveling off of public spending, future growth will increasingly depend on the continuing strength of private sector investment.

Quite obviously the high level of governmental investment spending has been a major factor in this growth trend, and official statements have highlighted this as well as increases in private investment and banking activity as important determinants. The Central Government's Ordinary Budget approved at the beginning of the year envisions expenditures of about $196 million, and an investment budget for the entire public sector of over $120 million has been adopted.

Construction activity during the dry season just ending has continued at high levels, and Panama continues to gain in importance as a regional banking center, with the banking system attracting foreign deposits and placing loans abroad at impressive rates.

Despite the generally strong growth picture, there are lags in some sectors. Excessive rainfall in 1970 adversely affected agriculture.

With exceptionally high imports in 1970 and a small decline in commodity exports and a leveling off in earnings from the Canal Zone, Panama's balance of payments deficit (on goods and services account) increased substantially, to an estimated $78 million in 1970. The 1970 deficit was largely covered by capital movements, including both private flows and public borrowings. Data available for 1971 are insufficient for projecting likely performance for the current year; however, substantial further increases in the size of the deficit seem unlikely.

Growing public consumption, investment, and transfers to autonomous public agencies, (including public lending institutions) played an important role in plotting the direction of the economy in 1970. This trend continues into 1971, but planners are reportedly considering leveling off public participation over the next few years. Panamanian Government observers are confident that the impact of this leveling off on total economic activity and growth will be offset by expanding private sector activity.

In 1970, fixed physical public sector investment, according to preliminary official data, increased by 39 percent to $62.1 million, while the total including financial investment, i.e., government transfers to the private sector through such devices as agricultural credit programs, increased to $87.2 million. The public sector investment budget for 1971 totals $120 million and, although these projects will probably not be fully implemented, public investment stands to show substantial expansion during the current year.

According to official statements, the priority areas for development in 1971 are improvement of health and educational facilities, improvement of "the anachronistic system of land tenancy," and basic public works in the fields of transport, electrification and irrigation.

Commodity exports, after two years of rapid growth in 1968 and 1969, declined slightly to approximately $130 million in 1970. This decline was primarily a result of a decline in exports of refined petroleum products, although banana shipments (which constitute about one-half of commodity exports) did not increase significantly. Production of refined petroleum products declined only slightly, so the decline in exports indicates substantially higher domestic consumption. If this trend continues, exports of these products do not stand to increase in 1971, even with the refinery operating at full capacity.

The sluggishness in banana shipments was the result of flooding early in 1970 and additional heavy rains and flooding in November and December, which destroyed large numbers of plants in one of the two banana producing areas. This damage will mean reduced 1971 banana shipments, and total 1971 commodity exports probably will not increase significantly.

Total commodity imports increased by 21.3 percent in 1970, after an increase of 11 percent in 1969 (the lower figure due partly to the 1969 U.S. shipping strike). If this trend continues, a large balance of payments deficit will again be a problem in 1971.

The United States remains Panama's most important trading partner. Almost 62 percent of Panama's exports in the first half of 1970 went to the United States, up from 59 percent in 1969, and the United States supplied over 38 percent of Panama's imports in the first half of 1970, up from 36 percent (also depressed by the shipping strike) in 1969. Venezuela and Japan are the second and third largest suppliers.

If the trend in international banking operations continues, loans by local banks to borrowers in other countries will exceed domestic loans in 1971. Foreign deposits are increasing at a slightly lower rate, but foreign time deposits could also exceed domestic time/savings deposits in time. Many of these deposits are from European branches

The tourist industry of Panama has been given certain growth incentives by the Government. For a period of five years, buses, automobiles, boats, ships and aircraft may be imported duty-free. To obtain this privilege, firms must be approved by the Instituto Panameno de Turismo.

of local U.S. banks, which in turn place loans throughout Central and South America. These rapidly expanding regional operations might be more properly described as "Latindollar" operations, in the sense that they represent dollar creation outside the U.S. banking system. Panama is in a favored position to conduct such operations because of its geographical position, freedom from financial controls and the use of the U.S. dollar as the sole paper currency of Panama.

Medium and long-term interest rates currently exceed Bahamian and London rates, and prospects are good for a continuation of this trend. There are currently four large U.S. banks in Panama, up from three last year, plus 15 other Panamanian and third country banks with numerous branches throughout the country. The Bank of Tokyo is reportedly planning on opening a Panamanian branch this year, as is the Almagene Bank of Netherlands.

The Consumer Price Index, which is a measure of living costs for low and medium income families, rose by 4.2 percent in the twelve months ending in September, 1970, up from a 2.7 percent annual rate in March 1970, and a 1.6 percent annual rate in September, 1969. Although this is the only available index of prices, the overall rate of inflation is generally considered to be somewhat higher, currently 5 to 6 percent. Building costs are rising at a rate of 10 percent to 12 percent per year, and prospects for further increases in import prices stand to maintain pressure on consumer prices.

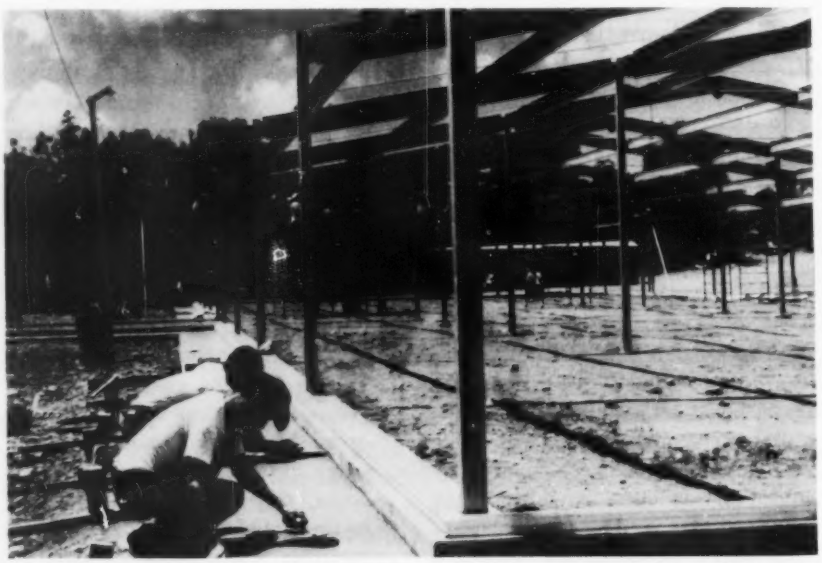
Panama continues to be an attractive market for a wide range of consumer goods, with commodity imports expected to surpass an annual rate of $350 million in the near future. As a result of the Panamanian Government's announcement of priority emphasis on agribusiness and tourism, substantial market growth could take place in these areas. Although the United States commands an impressive 38 percent share of the import market, opportunities presented by the country's rapidly expanding imports continue to attract increasing attention from other suppliers. In this regard, the Japanese are especially active, establishing a major regional Mitsubishi center in the Colon Free Zone in January and more recently winning a $12.4 million turnkey contract for a large new integrated sugar refinery in Veraguas province. Solid sales efforts by American companies (with financing becoming a more important factor) will be necessary in order to compete with third-country suppliers here in the future.

Growing consumption

Panama's growing consumption also represents opportunities for investments in local production and packaging of certain products. Decree Law 413 of Dec. 30, 1970, provides for an attractive array of fiscal incentives for firms which invest in local manufacturing, with additional significant benefits available for those companies which engage in export activities. Although the relatively small size of the Panamanian market is certainly a factor which must be taken into account in any consideration of local manufacturing investment, there are undoubtedly a substantial number of products, especially small, widely-used basic consumer items, where local production would not only be possible, but economically advantageous. (One example is a new sardine canning plant which went into production in April with the announcement that it will be able to compete with the imported product in both quality and price, and will from the start require no tariff protection.)

As the Investment Incentive Decree stimulates development of new industrial projects by both foreign and domestic firms, there will be demand for capital goods to equip the plants and, in many cases, semi-processed goods, packaging items and the like to be utilized by the plants when they go into production.

Finally, there are several major projects involving concessional financing which are scheduled to be undertaken in Panama in the near future, including: new Tocumen Airport, $60 million; "Darien Gap" section of Inter-American Highway, $150 million; Bayano hydroelectric project, $40 million; potable water supply system for Panama City, $28.5 million; and replacement, modernization and expansion of shrimp fleet, $3.5 million.



PANAMA IMPORTS TWO HOSPITALS—*Local laborers lay slab foundations in Changuinola for two hospital complexes that were fabricated by Panelfab International Corp. at its plants in Miami and San Juan. Completion is scheduled in August.*

Coffee Slump Slows Rwanda After Big Year

Rwanda had an outstanding year in 1970, but the U.S. Embassy in that Central African nation reports that the economy isn't performing as well in 1971.

Favorable weather and market conditions last year made possible a big jump in coffee revenues, which account for most of Rwanda's foreign exchange earnings and a substantial part of government income. Rwandan minerals also sold well, earning 33 percent of Rwanda's commercial foreign exchange. Income from tin ore rose 20 percent over 1969, and income from wolfram 100 percent. Despite a rise in imports, Central Bank calculations showed a favorable balance of trade and an even more favorable balance of payments.

Rwanda's largely subsistence economy also benefited from the good weather, and there were marked increases in production of staples that make up the national diet. Rwandan authorities estimate the total value of food crops in 1970 at $108 million. Most of this, of course, did not enter the money economy.

Foreign aid totaled about $20 million. In addition Rwanda received a $9.3 million long-term loan from the IDA for construction of a surfaced road between Kigali and the Ugandan border over which the bulk of Rwandan foreign commerce is likely to travel in the future. Belgian commitments alone in technical and project aid for the period 1971-75 average $9-10 million annually.

Government financial policy remained essentially conservative. Swelling revenues were used in part to lower the government debt to the Central Bank and $1 million was refunded to the IMF. Restrictions on bank credit to the private sector remained largely in force, but the size of the coffee crop forced some expansion. There was little or no foreign private investment, but domestic investment in housing was noticeable in some population centers.

Wages remained low and prices of local produce did not rise markedly. Prices of imported goods went up, mainly because of new or increased taxes on business and imports.

New problems

This will not be as good a year as 1970. The weather thus far has been less favorable for coffee, and the world market price has dropped sharply. Moreover, Rwanda used up some 2,600 tons of its 1971 coffee quota in marketing the 1970 crop. If the 1971 crop comes even close to that of the previous year, the Rwandan authorities will need to seek some sort of accommodation with the International Coffee Organization. Prices of imported goods will probably rise further as a result of increased transport costs, in part due to growing congestion at the port of Mombasa through which most of Rwandan foreign commerce passes.

The current year is likely to see further modest expansion of two export crops, tea and pyrethrum flowers. By the end of the year the pyrethrum extraction plant being built at Ruhengeri by the UNDP (capacity, 3,000 tons of dried flowers annually) should be completed.

The production of electricity seems destined to level off in the next few years despite growing demand, but relief will come when the European Development Fund has built a high tension line from a large Congolese powerhouse at Mururu, in the southwest corner of Rwanda, to the present distribution system. This connection is unlikely to be completed before 1975/76.

The relatively good performance of the Rwandan economy in 1970 cannot obscure the fact that the country is among the poorest in the world. Recent estimates of gross national product and of population are lacking. While it is likely that in 1970 Rwanda surpassed estimates for previous years of a $40 per capita GNP, it is not known by how much. Population growth, estimated at 3.5 percent annually, tends to slow the rise of this index. Given the absence of a wealthy class in Rwanda, it also tends to focus effective demand on the basic necessities of life.

Hotly contested market

While the Rwandan import market is oriented toward Europe and the Far East, U.S. exports encounter virtually no discrimination here. So far as can be ascertained, the Rwandan authorities have not yet begun to implement their undertaking to grant reverse preferences to Common Market suppliers. However, the small Rwandan market is a tricky and hotly contested one, with German, French and Japanese manufacturers ably represented. In addition to PL-480 food, used clothing is the important U.S. import item.

Rwanda is interested in attracting foreign investment. It has promulgated an investment code and signed an investment guarantee agreement with the United States. So far, however, very little foreign private investment has taken place.

Areas offering investment opportunities are tourism and mineral extraction. In the coming months Sabena will begin construction of a 60-room hotel in Kigali, which will give the city a total of three modern hotels. A minerals survey of Rwanda, currently being conducted by a UN team, should in due course provide a new basis for investment decisions in this field. The possibility of developing the methane gas of Lake Kivu continues to interest some foreign companies.

Jordan's Economy Begins To Recover From Dislocations

Jordan's economy is now beginning to show some signs of recovery from the paralysis brought on by mid-1970 internal disorder and the September civil war, according to the U.S. Embassy in Amman. Production, trading and business confidence have gone through a period of severe trial during which national income dropped about 12 percent (1970 as compared with 1969).

The feeling is now widespread and growing that the long months of violence between the Jordan Army and the Arab commandos, with their adverse psychological and economic shock waves, are largely over. A strong wish to return to "business as usual" pervades economic/commercial circles. This seems likely to be realized unless area politics go into crisis, and provided the Government can cope with its suddenly difficult financial circumstances.

Favorable factors

There are several factors supporting a thesis that economic recovery—fairly broad in scope if not speedy in accomplishment—lies ahead. Jordan historically has demonstrated a high resiliency, considering the dislocations it has had to absorb. Crop prospects are bright, thanks to excellent winter rains and restoration of significant farming activity in the Jordan Valley. The currency and its foreign exchange reserve underpinning remain sound, although undergoing a very trying period. Finally, the country has impressive backing from abroad, notably from the United States, to go along with important continuing material assistance from within the Arab World (Saudi Arabia being in the forefront). Regaining the frozen Kuwaiti and Libyan subsidies remains a financial imperative, however.

Private sector decision-makers, though somewhat more venturous now than they were before April's fedayeen evacuation of Amman, are likely to remain conservative in their investment, importing and purchasing moves. This, together with the government's decreased financial capacity for stimulation of the economy and the rather plodding pace of economic development planning, makes likely a slow-paced rather than spectacular economic regeneration. Neither the tourism impetus that marked the mid-Sixties in Jordan, nor the construction boom of the 1968/69 economic resurgence is expected to recur in the near future. Jordanians, while hoping for dramatic developments on the peace front, continue to draw their economic plans on the basis of present-day Jordan, without the West Bank and Jerusalem access.

Domestic events of the past nine months have prompted consumers in Jordan to spend sparingly, and then only on foods and goods of immediate need. This consumer psychology remains a factor in the market today and is likely to continue in moderate form until internal political questions come to more definite resolution. Another factor affecting the marketplace is the cost-of-living increase of nearly six percent since last October. Overall, there appears to have been a slight decrease in the purchasing power of the Jordanian Dinar, and a rise in the percentage of wage-earner income directed toward meeting food expenses.

Commercial sales of U.S.-produced goods will be affected by the above considerations and limited, as always, by the small size of the Jordanian market, the low per capita Jordanian income, and competition from lower-priced European and Asian goods. Commercial imports from the United States slipped in 1969 to roughly 9 percent of the total, behind both the United Kingdom and West Germany. Nineteen seventy figures reveal an increase in the U.S. share of the market to 11 percent, but final statistics are expected also to register significant new market penetration by Japan and Communist China.

The U.S. share of the market is expected to remain constant in the year ahead and the balance of trade with Jordan will remain heavily favorable to the United States. Because of the consumer popularity of certain U.S. product lines, particularly household appliances, demand will retain its strength in spite of higher retail prices. As a step toward reducing their costs and prices, some American producers are supplying Jordan from European subsidiaries or plants.

New trade policy

Jordan has just instituted a new trade policy designed to provide an immediate increase in Government revenues through high customs duties on certain newly-approved imports and excise taxes on domestically produced items, while theoretically encouraging local industry to improve its standards.

The new Jordanian trade policy legislation will open sales opportunities for American producers of worsted textile products, other garments, shoes, and paper products. It will be a double-edged sword for U.S. vehicle exporters. The outright ban on the import of other than gasoline-powered vehicles will deny the market to European producers of diesel engine vehicles, of which there are currently many in Jordan. At the same time, however, the legislation doubles registration and other fees on imported vehicles. This will affect large American cars more than others since these fees, as well as custom duty calculations, are based on automobile weight and engine size. Sales of American vehicles have been decreasing since 1967, partly because the loss of the West Bank area and

East Jerusalem deprived Jordan of about two-thirds of its market for large-sized vehicles used mainly for tourism.

Opportunities for U.S. capital investment in Jordan are quite limited. Various feasibility studies are in the works—ceramics, glass and building materials, vegetable seed processing and fertilizer—and if they prove favorable, will open the possibility of joint venture involvement for interested American companies. Feasibility studies are also being considered for automobile tire and sulfuric acid factories, but firm action has yet to be taken.

Responding to a recent UNIDO survey, existing Jordanian industries in the fields of woolen products, paper products (napkins, tissues, boxes), plastics, confectionaries and chocolates, soaps and detergents, paints, and wet batteries have indicated interest in expanding their present facilities. An opportunity may also open up for the exploitation of copper deposits in Wadi Araba, if relations with Israel remain suitable to allow work in that sensitive location; a feasibility study for this potential mining industry was completed several years ago.

American engineering and consulting firms will have opportunities to participate in Government-tendered projects as they arise. Developing correspondents among well-connected local counterpart firms can be the surest method of assuring early warning of these opportunities, although they will be reported by the Embassy as they occur. Several American construction firms have prequalified to bid on two projects now set out to tender, each in the several million dollar category: public school buildings, and the Zarka Dam. Several other development projects are beyond the planning stage, but because financing is being sought in the form of loans from friendly European governments the contracts are likely to be tied to the lending nation.

World Trade Actions

Japanese Lift Some Quotas; Canada Considers Tax Bill

Japan: The Government has announced that import quota restrictions were removed on 20 items (in terms of Brussels Tariff Nomenclature four-digit categories) and partially removed on six others, effective June 30.

The 20 items are: live horses (BTN 01.01); apples, fresh (08.06); pineapple, frozen, unsugared (08.10); black tea (09.02); kao-liang and other grain sorghums (10.07); vegetable oils (15.07); sausages (16.01); pineapples, frozen sugared (20.03); oil-cake and other residues from extraction of oil from soybeans, rapeseed or mustard seed (23.04); unroasted iron pyrites (25.02); natural graphite, amorphous (25.04); tungsten ore (26.01); soda ash (28.42); sodium glutamate (29.23); preparations of chloramphenicol, tetracycline and cycloserine (30.03); patent leather and imitation patent leather (41.08); articles of apparel of leather (42.03); wood charcoal (44.02); parts of leather footwear (64.05); and internal combustion piston engines for motor vehicles and parts (84.06). This action completes the liberalization of all sub-items in the above four-digit numbers.

Partially liberalized items

The partially liberalized items are: grapefruit, fresh (08.02); grapes, apples and limes, provisionally preserved by sulphur dioxide gas (08.11); groundnuts for oil extraction, rapeseeds and mustard seeds (12.01); chewing gum (17.04); bases for beverages, non-alcoholic (21.07); and lemonade and other non-alcoholic beverages containing fruit juices, excluding nectar (22.02). Liberalization of a partial item means that a portion of the four-digit item still remains under restriction, e.g., under 08.02, fresh oranges are still subject to import restrictions.

The Japanese action, which was originally scheduled for the end of April, reduces to 60 the number of BTN four-digit categories all or part of which remain on Japan's Import Quota (IQ) list in acknowledged contravention of the General Agreement on Tariffs and Trade (GATT). Removal of an additional 20 items is expected by the end of September.

In a further liberalization step effective June 30, the Japanese Government transferred some 36 items from the Automatic Import Quota (AIQ) list to the Automatic Approval (AA) system under which commodities may be freely imported without prior government review. The AIQ list now consists of 47 items.

Ghana: New certification requirements applying to imports of a number of specified commodities have been announced. As of July 1, payment for these commodities is no longer authorized by the Bank of Ghana unless the documents presented to commercial banks for payment include an acceptable report on quality, quantity, and "price comparison" of the goods in question, issued by the Geneva-based General Superintendence Co. This firm operates in the United States as Superintendence Co., Inc., 67 Broad Street, New York, N.Y. 10004. Fees for inspection will be paid by the Government of Ghana. Further information is available from BIC-884, Department of Commerce, Washington, D.C. 20230.

Canada: The most comprehensive reform of personal and cor-

porate income taxes since the system was begun in 1917 has been tabled in Parliament. The proposed changes, which would take effect in 1972, represent the results of almost a decade of study and public debate.

By a combination of increased exemptions, changes in rate schedules and other measures, the tax burden borne by lower-income Canadians would be reduced significantly.

The most important reform to broaden the income tax base is the proposal to initiate, for the first time, a tax on capital gains. The general rule would provide that one-half of capital gains be included in income and taxed at ordinary rates. One-half of capital losses would be deductible from taxable capital gains. Individuals could also deduct up to $1,000 of deductible capital losses from their other income. This is similar to the U.S. system.

For corporations, the present basic tax of 50 percent would be progressively reduced in each of the years 1973 to 1976 by one percentage point so that in 1976 the general rate would be 46 percent.

The new tax bill would permit Canadian corporations to deduct interest on money borrowed to buy shares in other corporations. The absence of such a concession has put Canadian corporations at a disadvantage when competing in takeover bids with foreign corporations which can deduct such interest in their home country. Assuming the full rate of corporate tax, this deduction means that the cost of borrowing money for this purpose would be cut in half.

Included in the changes for the mining and petroleum industries is the withdrawal of the 3-year tax exemption for new mines, effective at the end of 1973. In place of this incentive, assets related to a new mine would be eligible for accelerated depreciation. Also for mining and petroleum income, the present automatic depletion deduction would end in 1976. After that, depletion would be earned; every $3 of eligible expenditure would earn $1 of depletion.

Several of the features of the new tax proposals are designed to increase incentives for Canadian citizens to acquire equity in Canadian enterprise.

Finland: Two new temporary tax measures designed to dampen domestic demand and ameliorate the trade deficit have been implemented. The first measure is a 15 percent surtax levied on both domestically produced and imported consumer durables. This tax is in addition to the basic turnover tax. The levy is applied to the taxable sales value or import value of the item. Commodities subject to the tax include automobiles, trailers, motorcycles, boats, televisions and a variety of electric and gas household appliances.

The second tax is a 1.2 to 5 percent tax on imported goods, the rate differing by commodity, with an average incidence of 3 percent. The rates are based on calculation and estimate of additional "hidden" taxes borne by domestic producers resulting from the 11 percent turnover tax and the advantage occurring to producers in foreign countries. Approximately three-fourths of all imported goods are covered. Raw materials and food items are exempted. Further information may be obtained from BIC/888, Department of Commerce, Washington, D.C. 20230.

India: The Government has unveiled its fiscal and economic plans for 1971-72 in the budget message recently presented to the Indian Parliament. The new budget is a moderately expansive one. It provides for expenditures of $7.98 billion, a 4.5 percent increase over the preceding year. Spending for direct development has been increased by 12.7 percent to $1.65 billion, with emphasis on employment projects and relief for refugees from East Pakistan. The budget also outlines additional revenue measures necessary to achieve the government's expanded objectives.

Although no significant change in corporate income tax rates was proposed, concessions previously granted companies operating in priority fields have been reduced. Special tax exemption enjoyed by priority industries is to be brought down from 8 percent to 5 percent of their profits. In addition, the list of priority industries is to be shortened by excluding aluminum, motor trucks and buses, cement, soda ash, petro-chemicals and automobile ancillaries. To spur investment now and increase revenue later, Finance Minister Chavan announced the abolition of the tax rebate for ships acquired or plant and machinery installed after May 31, 1974. Dividends repatriated to foreign parent firms of Indian subsidiaries are to be taxed at a standard 24.5 percent instead of the concessional rate of 14.5 percent. In addition to the above measures, the new budget establishes an annual salary ceiling of Rs. 60,000 ($8,000) for each employee that the company may use in calculating expenses and taxable profits.

In the field of personal income tax, the rate of surcharge is being increased from 10 percent to 15 percent, provided the total income exceeds 15,000 Rs. ($2,000) a year. The wealth tax (on real and personal property) has been stepped up to rates ranging from 1 percent to 8 percent compared with the present range from 1 percent to 5 percent. Also, exemption from the wealth tax, currently available for household and personal jewelry and for certain capital shares, has been withdrawn.

Import duties have been simplified by reducing the number of effective rates from 7 to 4. Major revisions in import duties include a rise from 27½ percent to 30 percent on both iron and steel and on industrial machinery. In order to give further encouragement to im-

port substitution, the import duty on certain synthetic staple fibers was raised from 25 percent to 100 percent. The duty on automobile parts was also raised to 100 percent. Duties on unwrought copper and agricultural tractors were lifted to 30 percent, while those on unwrought zinc and lead ingots were raised to 40 percent.

Information on India's import and export duties on individual commodities may be obtained from the Near East-South Asia Division, OICR/BIC, Department of Commerce, Washington, D.C. 20230.

Extensive changes in excise duties were introduced. Commodities on which duties are to be levied for the first time include agricultural tractors and parts, roller bearings, weld electrodes, abrasives, and ready-made garments. The current excise duties on soaps, cosmetics, cotton yarn, and better fabrics have been raised. Excise duties levied on domestically produced goods are also levied as "countervailing" duty on the same or similar products when imported.

A new measure introduced was a tax on foreign travel at the rate of 20 percent of all air and sea tickets purchased in rupees.

Although Indian and foreign businessmen have expressed concern about the impact of some of these additional revenue measures, business reaction to the new budget has on the whole been fairly mild.

Korea: The won was devalued by 12.9 percent on June 28. The bank buying rate for US$1 was raised from 327.4 won to 370.0 won, while the selling rate was raised from 328.9 won to 371.6 won. The floating rate system, which allows for gradual upward movement, will be continued, although the exchange rate should remain fairly stationary for a few months. The new exchange rate policy was implemented to reduce Korea's chronic trade imbalance.

Export subsidies and bank interest rates were somewhat reduced in conjunction with the devaluation. The interest rate for financing raw material imports for export production was raised from six to nine percent, and a ten percent advance deposit requirement was imposed on such imports.

The Monetary Board also reduced the interest rate on bank loans from the previous 24 percent to 22 percent per year and, at the same time, created a new category of term loans with slightly higher rates. Interest rates of 22.5 percent and 23 percent, respectively, were adopted for one to three-year loans and three to five-year loans. In addition, the Board reduced the interest rate on one-year deposits to 20.4 percent per year and initiated two-year deposits with an interest rate of 21.3 percent.

Algeria: Prior authorization is now required for the importation of virtually all goods from the United States, the EEC, and most other countries into Algeria. New regulations issued June 4 provide that importers of goods which were formerly entering Algeria under Open General License must now obtain prior authorization for such imports from the Ministry of Commerce. This requirement applies to all importers of these goods, whether private businessman or State Trading Corporation. Goods which previously required an import permit for importation and goods imported from countries with which Algeria maintains bilateral clearing agreements are not affected by the new ruling.

A report recently prepared by the American Consulate General in Dhahran, Saudi Arabia presents helpful information for businessmen interested in doing business in Bahrain, Qatar, the Trucial States, and the Sultanate of Oman.

The report provides useful tips on doing business in the area, along with information on visa requirements, hotel accommodations, banking facilities, business hours, transportation and communications facilities, and living conditions. Economic fact sheets on individual countries are appended. The document, DIB 71-04-264, may be obtained without charge from CID/BIC, U.S. Department of Commerce, Washington, D.C. 20230.

Canada: Television sets made by 15 Japanese and 4 Taiwanese manufacturers have been made subject to a provisional dumping duty on importation into Canada. The penalty will be no greater than the margin of dumping of said goods and will be maintained until a final determination is made by Canada's Anti-dumping Tribunal on the provisional dumping findings of the Department of National Revenue.

This temporary ruling was made following an investigation begun last November on complaints of unfair competition lodged by members of the Electronic Industries Association of Canada.

Imports of television sets from Japan and Taiwan were valued at C$23.3 million in 1970 and were reported to represent almost 40 percent of all those sold in Canada that year, compared with 10 percent in 1966.

The dumping action follows closely on the June 18 removal of the 15 percent Canadian excise tax on domestic and imported television sets.

Burma: Myanma Export-Import Corp. (MEIC), the state trading monopoly and only entity in Burma authorized to act as agent for foreign firms, recently announced that it will charge its foreign principals a $1,000 annual retainer fee. The May 31 issue of ***Commerce Today***, in describing the conditions of the fee, inadvertently indicated that MEIC had lifted, rather than instituted, the fee.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. Details on licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies, and appoint agents, and on major construction and expansion projects and U.S. visits by foreign buyers are presented below.

Licensing, Investment Abroad

2071, 2036, 3259, 3552—PHILIPPINES—Filipino businessmen seek American investors in the production of **candy, abaca goods, roofing tiles and seafoods.** The proposed investment opportunities have in common limited capital resources and a need for virtually 100% financing of imported capital equipment. The four industries are located in the Bicol Peninsula which is relatively isolated and possesses no large industrial base. Those interested in candy and abaca goods production should write to Alberto Garcia, Manager, Development Bank of the Philippines, Legaspi City, Philippines. The roofing tiles industry is handled by Mayor Oriel Clutario, Tiwi, Albay, Philippines. Contact Jorge de Guzman, J. S. de Guzman Enterprises, Camaligan, Camarines Sur, Philippines for the export of sea foods. Additional material may also be obtained from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. P-71321

2311 — JAMAICA — Manufacturer of **men's and boys' clothing and uniforms** seeks investor to buy into business. Incorporated in 1938 as family business, firm presently producing at one-third capacity with nucleus of 65 skilled employees. Estimated that an investor would require $180,000 to expand to maximum capacity and to open retail branches. David Sabio, Manager, Sabio Brothers Ltd., 135 Harbour Street, Kingston. WTD. P-71344

2834 — SWITZERLAND — Licenses or similar agreements to manufacture **pharmaceutical specialties** such as capsules, ampoules, tablets, suppositories and solutions. Also interested in **hormone and vitamin preparations, fine chemicals and drugs in bulk.** Company plans to establish new highly automated pharmaceutical plant near Bern. It currently produces and distributes pharmaceutical raw chemicals, specialties and industrial chemicals. It maintains an extensive sales organization covering over 60 countries. Dr. Fred Dolder plans to visit the U.S. in October. Dr. Fred Dolder, President Dolder AG. Immengasse 7-9, 4000 Basel. WTD. P-71349

2851 — FRANCE — Large Toulouse producer and distributor of fertilizers, organic and inorganic chemicals seeks licenses to manufacture special **formol-base resin (except urea formol resins); resins for paints, glues and adhesives, including alkyd, epoxy, acrylic, polyurethane, resins and water base paints and coatings; electrophoresis painting resins for electrostatic paints and paints used in the coil coating process; mineral and organic pigments, and titanium oxide.** Firm, Azote et Produits Chimiques, established 1967, employs 2600, plants in Toulouse and Normandy and reported annual sales volume around $100 million. X. Delouvrier, 40 Avenue Hoche, Paris 8.

3069—PHILIPPINES—Manufacturer of rubber and latex products, recapping and vulcanizing materials exploring possibility of making **natural rubber products** on sub-contracting basis. Alfredo G. De Leon, Vice President Marketing, Nvpas Recapping Co., Inc., 357 (old 569), Rizal Ave. Ext., Caloocan City. WTD. P-71350

3079 — FRANCE — Small experienced manufacturer of plastic moldings and plastic-coated metal parts for decorative purpose seeks licenses to manufacture **molded plastic products** compatable with present product line. Mr. Henri Bronne, Director, SILVATRIM, B. P. 73, Fontvieille-Monaco, France. WTD. P-71343

3357 — AUSTRIA — License to produce **switching wires and strands.** Also **low and high frequency conductors** for miniature electronics with high mechanical and thermal stress. Presently company manufactures insulated power conductors, switching wires and strands, screened conductors and underground cables. R. Frech, A. Doerfler & Co., Dollinergasse 3 (P. O. Box 113), A-1191 Vienna. WTD. P-71347

3390—ENGLAND—A company with ten subsidiaries engaged in various manufacturing activities seeks licenses to produce items complementary to its present line. Current products include **light to medium weight forgings; precision drop stampers; special purpose machines, precision wood components; and jigs and tools for the engineering industry.** Also marine sanitary ware; seacocks and pumps; lubricators; and core-holding devices for the foundry industry. H. Marsden, Director, Eva Industries Ltd., Crabtree Lane, Clayton, Manchester M11, 4 GX. Firm's 1970 annual report is available on loan from Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. WTD. P-71341

3433—JAPAN—License to manufacture **large incinerators** for use by municipalities in the disposal of used plastic containers. Firm is Japan's third largest steel manufacturer; also builds ships and industrial machinery. Ken-ichi Kikuchi, Manager, Technological Dept., Nippon Kokan Kabushiki Kaisha, 1-1-3 Ohtemachi, Chiyoda-ku, Tokyo. WTD. P-71351

3442—AUSTRIA—Joint venture to manufacture **electronically-operated doors and gates.** Market in Austria and western Europe. Austrian firm seeks partner with access to U.S. sources of transistorized transmitters and receivers. Currently produces automatically controlled garage doors and gates. Mr. Max Auer, (owner/manager), Elektro-Tore, Weinitzenstrasse 55, A-8045, Graz-Andritz. WTD. P-71334 (Leaflets describing Austrian firm's product line are available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.)

3443—ENGLAND—Firm with long experience producing tank and refuse collection trucks, cryogenic vessels and chemical plant equipment seeks licenses to manufacture **glass reinforced plastic tanks for tank trucks and also static tanks of same material.** Established in 1884, firm employs 700 and has annual sales around $9 million. W. Edgeley, Marketing Manager, W. P. Butterfield (Engineers) Ltd., P. O. Box 38, Shipley, Yorkshire BD17 7HA. WTD. P-71338

3500—JAMAICA — Metalworking equipment distributor seeks arrangements under which it could lease **metalworking machinery** with options to purchase. Arrangements proposed as means of financing capital equipment with purchase

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

price extending over leasing period. If successful would extend arrangements to food service, packaging and transport equipment. L. W. Parnther, Managing Director, Technical Services Ltd., 34-1/2 Hagley Park Road, Kingston 10. WTD. P-71356

3522—FRANCE — Manufacturing rights for **agricultural machinery**. Firm produces ploughs, seeding machinery, other farm equipment. Employs around 1,500. Makes 50% of country's total output of ploughs. Francis Pourrat, HUARD U. C. F. S. A., rue de Vauzellos, 44-Chateaubriand, France. A brochure describing the firm's product line (in French) is available on a loan basis from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. WTD. P-71342

3550 — ENGLAND — Manufacturing rights for **coin-actuated automatic machines, weighing machines, packaging machinery**. Also interested in making **machinery for food and beverage industry, test instruments and domestic waste disposal units**. Firm currently produces radar recording cameras, transformers, amplifiers, coin boxes for U.K. Post Office Corporation. Employs over 700. R.O.A. Dutton, Sales Liaison Engineer, Aeronautical & General Instruments Ltd., 40 Purley Way, Croydon, Surrey CR 9 3BH. WTD. P-71339

3569—UNITED KINGDOM — Manufacture of **metal vacuum closures, capping machinery and tops for jars** seeks licensing agreement to produce these products and associated packing machinery. Firm was established in 1922 and employs 250. Annual sales volume reported to be approximately $3 million. E. R. Strang, Director, Thomas Hunter Ltd., Omnia Works, Rugby, Warwickshire. WTD. P-71335

3569—AUSTRIA — License to manufacture **packaging machines** of the "one-step, roll-to-filled and finished bag type" using shrinkable or non-shrinkable plastic tubing. Initially, the machines would be distributed in Austria with later expansion into other markets, including Eastern Europe. Austrian firm would consider proposals for a cooperative agreement involving exchange of technological and managerial know-how. Presently, the company produces gray iron and aluminum castings and special custom-made machines. Representative of the concern plans to visit the U.S. in July to discuss licensing arrangements with American firms responding to this proposal. Lenhard-Backhaus, Rittmann's Nfg. Lenhard-Backhaus & Co., Vordenbergerstrasse 59, A-8700 Leoben. WTD. P-71340

3589—ITALY—Long established manufacturer of water filtering, purifying, demineralizing and reprocessing equipment seeks license, technical assistance and know-how to produce **plant and equipment for reprocessing waste water**. Firm built all major water filtering plants in Piedmont area including city of Turin including those of large automotive and electrical manufacturers. Dott. Ing. Guido Eva, Ing. Castagnetti and C., S.p.A., Via Fabbrichetta 65, 10095 Grugliasco (Torino). WTD. P-71336

3714—WEST GERMANY—Manufacturer and distributor of automotive parts and accessories planning expansion seeks manufacturing licenses on such items as: **remote control external rear-view mirrors; head lamp wipers, power door openers, emission control kits; stainless steel or similar corrosion proof metal exhaust mufflers, and low priced air conditioners for low powered automobiles**. Also such non-automotive products as: heavy duty industrial type stainless steel pipe hangers, both overhead clamps and underneath guides; spring hangers and constant spring hangers, in both mild steel and stainless steel. Established in 1932, firm employs 130. Mersch and Biebighauser, 14 Borsigstrasse, 567 Opladen. WTD. P-71290

7392—BELGIUM—Subsidiary of largest utility company offers **no charge location feasibility studies** for American firms interested in investing in Belgium. Firm reports that studies are made along the same lines as those by American utility companies. Company has completed a study of this type for a large U.S. company and offers them as reference. Frans Gillias, Attache, au Departement Economique, Intercom, Place du Trone 1, 1000 Brussels. WTD. P-71348

Industrial Development Gains In Western Australia

In a recent 40-page special supplement on Western Australia, *The Australian Financial Review* describes the state as entering the second phase of its industrial and economic growth. The first phase was the mining boom which has over the past several years transformed Western Australia into the country's fastest growing state, according to the Australian publication.

This boom was sparked by the development of vast deposits of iron ore and the subsequent growth in ore exports, primarily to Japan. Presently, two major consortiums are studying the feasibility of establishing steel mills which would utilize iron ore raw materials from Western Australia. The state is also rich in bauxite, nickel and other minerals.

The second stage in Western Australia's development will involve a broadening of the industrial base with a corresponding growth in the manufacturing sector. With increasing population and new towns springing up as a result of the mining boom, there will be a growing need for all types of goods and services. The Western Australian Government encourages joint ventures between local and foreign companies. The infusion of overseas capital and technical expertise has played a significant role in the state's development. Because of its close proximity to South East Asian markets, Western Australia may also be of interest as a base for export-oriented U.S. companies. The State has sponsored numerous trade missions and encouraged Western Australian firms to develop their export potentials.

U.S. concerns interested in obtaining information about opportunities for locating in Western Australia should write: Department of Industrial Development and Decentralisation, 54 Barrack St., Perth, Western Australia 6000.

UNDP, After Record Aid Level In 1970, Approves 67 New Projects In 97 Areas

The United Nations Development Program carried out an all-time record volume of development assistance in some 130 countries in 1970, and at the same time began readying itself to handle a still greater work load, double the present size, by 1975.

In partnership with governments and with United Nations Agencies, UNDP in 1970 worked on some 3,500 development projects. This program was costed at over $500 million, with about $275 million coming in local contributions from governments of the developing countries and $232 million from the UNDP.

During 1970, the UNDP recorded notable success in fulfilling the basic task of pre-investment—that is, in laying the foundations that enable and encourage follow-up investment from other sources. Such investment totaled a record $1,062 million, almost double the figure for the preceding year.

The UNDP is primarily responsible for pre-investment or feasibility projects. It offers both short-term and long-range export possibilities for U.S. firms. The immediate opportunities are to participate in the various projects themselves, either through the provision of personnel on a short-term basis or by furnishing needed equipment.

The equipment used in these projects may determine the specifications of the ultimate facility. The long-range potential is for the establishment of various industries in these countries and can involve both U.S. equipment exports and investments.

The Governing Council of the UNDP at its twelfth session, in June, approved 67 new major pre-investment projects and further assistance to 20 on-going ventures, affecting 97 developing countries and territories. The estimated total cost of projects approved at this session is $173 million. Of this amount the UNDP will contribute about $72.5 million; the remainder, some $100.5 million, will be contributed by the recipient governments.

Projects approved at this session bring the total number of major projects supported by the UNDP to 1.430, at a cost of some $3,359.3 million. UNDP financed $1,377.4 million of this, and developing countries paid the equivalent of $1,981.9 million.

Participating and executing agencies are as follows: United Nations (UN), New York 10017; International Labor Organization (ILO), 154, rue de Lausanne, Geneva, Switzerland; Food and Agriculture Organization (FAO), Via delle Terme di Caracalla, Rome, Italy; United Nations Educational, Scientific and Cultural Organization (UNESCO), Place de Fontenoy, Paris Vile, France; World Health Organization (WHO), Palais des Nations, 1211 Geneva 10, Switzerland.

Also, International Bank for Reconstruction and Development (IBRD), 1818 H Street, N.W., Washington, D.C. 20433;

International Telecommunications Union (ITU), Place des Nations, Geneva, Switzerland; World Meteorological Organization (WMO), 41, Ave. Giuseppe Motta, Geneva, Switzerland; International Atomic Energy Agency (IAEA), Kaerntnerring 11, Vienna 1, Austria; United Nations Industrial Development Organization (UNIDO), P.O. Box 707, A-1011 Vienna, Austria; Inter-American Development Bank (IADB), 808 17th Street, N.W., Washington, D.C. 20577; and the United Nations Conference on Trade and Development (UNCTAD), Palais des Nations, 1211 Geneva 10, Switzerland.

Summaries providing some background information for the projects listed herein are available free to U.S. firms from J. L. Malone, Business Opportunities Staff, BDC-584, U.S. Department of Commerce, Washington, D.C. 20230. When requesting summaries for these projects, inquirers should include the project desired, e.g. DP/SF/R.12/ADD.88 Training and Export Promotion. A preaddressed label should be included

DP/SF/R.12/Add. 1—ALGERIA: **Marketing Training and Market Surveys.** UNCTAD. $1,852,900.

DP/SF/R.12/Add. 2 — ARGENTINA: **Supplementary Assistance in Sheep Husbandry Research in Patagonia.** FAO. $395,500.

DP/SF/R.12/Add. 3 — ARGENTINA: **National Centre for Nondestructive Testing and Quality Control, Buenos Aires.** IAEA. $1,738,500.

DP/SF/R.12/Add. 4—BRAZIL: **Development of Research and Environmental Pollution Control Programes for the State of Sao Paulo.** WHO. $6,498,900.

DP/SF/R.12/Add. 5—BRAZIL: **Agricultural Planning and Training.** FAO. $682,800.

DP/SF/R.12/Add. 6 — CEYLON: **Supplementary Assistance to the Institute of Surveying and Mapping, Diyatalawa.** UN. $171,100.

DP/SF/R.12/Add. 7—CEYLON: **Pilot Demonstration and Training Plant for Block Rubber Based on Smallholders' Latex, Manawella.** FAO. $877,000.

DP/SF/R.12/Add. 8—CHILE: **Supplementary Assistance to the Training and Research Institute in Agrarian Reform.** FAO. $1,109,300.

DP/SF/R.12/Add. 9—CHILE: **Mineral and Metallurgical Research Centre.** UNIDO. $2,064,600.

DP/SF/R.12/Add. 10—CHILE: **National Nuclear Energy Centre, Santiago.** IAEA. $2,452,100.

DP/SF/R.12/Add. 11 — COLOMBIA: **Study of Urban Transport and Development of the City of Bogota.** IBRD. $1,436,000.

DP/SF/R.12/Add. 12—CONGO (DEMOCRATIC REPUBLIC OF): **Regional Institute of Vocational Training, Lubumbashi.** ILO. $2,493,300.

DP/SF/R.12/Add. 13—CYPRUS: **Feasibility Studies for Irrigation Development in the Morphou-Tylliria Area.** FAO. $1,409,800.

DP/SF/R.12/Add. 14—CYPRUS: **Vocational Training and Management Development (Phase II).** ILO. $2,127,600.

DP/SF/R.12/Add. 15 — DOMINICAN REPUBLIC: **Supplementary Assistance in Animal Production and Veterinary Training, Autonomous University of Santo Domingo.** FAO. $660,200.

DP/SF/R.12/Add. 16—ECUADOR: **Institute for External Trade and Integration.** UNCTAD. $1,401,200.

DP/SF/R.12/Add. 17 — ETHIOPIA: **Training of Primary Teacher, Educators, Bahr Dar.** UNESCO. $4,664,800.

DP/SF/R.12/Add. 18 — ETHIOPIA: **Junior Secondary Teachers Training, Addis Ababa.** UNESCO. $2,475,800.

DP/SF/R.12/Add. 19 — FIJI: **Master Plan for Tourism Development and Related Feasibility Studies.** IBRD. $370,000.

DP/SF/R.12/Add. 20 — FIJI: **Centre for Leather Training Development and Promotion.** UNIDO. $668,500.

DP/SF/R.12/Add. 21—GHANA: **Volta Lake Research (Phase II).** FAO. $2,288,700.

DP/SF/R.12/Add. 22—GHANA: **Secondary School Teacher Training, University College of Cape Coast.** UNESCO. $4,949,800.

DP/SF/R.12/Add. 23—HAITI: **Supplementary Assistance for the Lower Trois-Rivieres Irrigation Programme.** FAO. $506,600.

DP/SF/R.12/Add. 24 — HAITI: **Engineering and Feasibility Studies of the Port-au-Prince-Les Cayes—Jeremie Road.** IDB. $1,050,400.

DP/SF/R.12/Add. 25 — INDIA: **Demonstration Plant for Irradiation Sterilization of Medical Products.** IAEA. $1,237,500.

DP/SF/R.12/Add. 26—INDIA: **Centre for the Development of Educational Mass Media, New Delhi.** UNESCO. $1,787,700.

DP/SF/R.12/Add. 27—INDIA: **Assistance to the Survey of India for Pre-Investment Surveying, Mapping and Training (Phase II).** UN. $2,976,300.

DP/SF/R.12/Add. 28 — IRAQ: **Fruit and Vegetable Improvement (Phase II).** FAO. $3,011,600.

DP/SF/R.12/Add. 29 — IVORY COAST: **Programme of Educational Television (Phase II).** UNESCO. $3,377,100.

DP/SF/R.12/Add. 30—JAMAICA: **Repair and Maintenance Training and Demonstration Unit.** UNIDO. $821,900.

DP/SF/R.12/Add. 31—KENYA: **Supplementary Assistance to the Range Management Division of the Ministry of Agriculture.** FAO. $988,400.

DP/SF/R.12/Add. 32 — LEBANON: **Supplementary Assistance to the Near East Animal Health Institute's Co-ordinating Unit, Beirut (Scientific Instrument Repair and Maintenance).** FAO. $267,000.

DP/SF/R.12/Add. 33—LIBERIA: **Assistance to the National Housing Authority.** UN. $2,405,100.

DP/SF/R.12/Add. 34—LIBYA: **Faculty of Education of the University of Libya, Tripoli (Phase II).** UNESCO. $10,956,400.

DP/SF/R.12/Add. 35 — MADAGASCAR: **Water Supply and Sewerage Survey of Tananarive.** WHO. $1,042,100.

DP/SF/R.12/Add. 36 — MALI: **Rice Seed Multiplication Centre.** FAO. $674,600.

DP/SF/R.12/Add. 37 — MAURITANIA: **Agricultural Training and Extension Centre, Kaedi.** FAO. $2,266,300.

DP/SF/R.12/Add. 38 — MAURITIUS: **Supplementary Assistance to the National System of Vocational and Technical Education.** ILO. $257,400.

DF/SF/R.12/Add. 39 — MONGOLIA: **Experimental and Demonstration Plant for Processing Goat and Camel Hair in Ulan Bator.** UNIDO. $2,758,200.

DP/SF/R.12/Add. 40 — MOROCCO: **Marine Fisheries Development, Casablanca.** FAO. $1,975,800.

DP/SF/R.12/Add. 41 — MOROCCO: **Hydro-Agricultural Development of the Souss Valley (Phase II).** FAO. $1,748,700.

DP/SF/R.12/Add. 42 — NIGERIA: **Supplementary Assistance to the Secondary School Teacher Training College (Adeyemi College of Education).** UNESCO. $558,200.

DP/SF/R.12/Add. 43 — PAKISTAN: **Supplementary Assistance to the Survey for the Development of Fisheries in East Pakistan.** FAO. $258,900.

DP/SF/R.12/Add. 44 — PAKISTAN: **Strengthening the Planning Department of East Pakistan.** UN. $2,732,200.

DP/SF/R.12/Add. 45 — PAKISTAN: **Agriculture and Water Development, East Pakistan.** IBRD. $6,097,000.

DP/SF/R.12/Add. 46 — PARAGUAY: **Expansion and Improvement of the National Meteorological Service.** WMO. $636,500.

DP/SF/R.12/Add. 47 — PEOPLE'S DEMOCRATIC REPUBLIC OF YEMEN: **Institute of Health Manpower Development, Aden.** WHO. $3,236,000.

DP/SF/R.12/Add. 48 — PEOPLE'S DEMOCRATIC REPUBLIC OF YEMEN: **Road Planning and Organizational Assistance to the Public Works Department.** IBRD. $759,100.

DP/SF/R.12/Add. 49 — PERU: **Supplementary Assistance to the Experimental Housing Project, Lima.** UN. $433,600.

DP/SF/R.12/Add. 50—PHILIPPINES: **Reorganization of the Bureau of Public Highways and Roads Feasibility Studies.** IBRD. $2,418,000.

DP/SF/R.12/Add. 51—REPUBLIC OF KOREA: **Food Processing Centre, Seoul.** FAO. $749,000.

DP/SF/R.12/Add. 52—REPUBLIC OF KOREA: **Supplementary Assistance to the Upland Development and Watershed Management Project.** FAO. $5,911,400.

DP/SF/R.12/Add 53—ROMANIA: **Development of Tourism.** ILO. $5,288,800.

DP/SF/R.12/Add. 54 — SENEGAL: **Supplementary Assistance for the Institute of Food Technology, Dakar.** FAO. $1,614,900.

DP-SF/R.12/Add. 55 — SENEGAL: **Bureau of Organization and Methods (Phase II).** UN. $3,369,100.

DP/SF/R.12/Add. 56 — SIERRA LEONE: **Highway Organization and Maintenance and Highway Feasibility Studies.** IBRD. $1,447,000.

DP/SF/R.12/Add. 57 — SOMALIA: **Supplementary Assistance to Fishery Survey.** FAO. $173,300.

DP/SF/R.12/Add. 58*—*No document will be issued under this symbol.

DP/SF/R.12/Add. 59—TUNISIA: **Cooperative Agricultural Development in Central and Southern Tunisia.** FAO. $2,438,000.

DP/SF/R.12/Add. 60—TURKEY: **Supplementary Assistance for Research and Training Centres for the Production, Processing and Marketing of Fruits and Vegetables.** FAO. $2,164,500.

DP/SF/R.12/Add. 61—TURKEY: **Industrial Forestry Plantations.** FAO. $2,112,500.

DP/SF/R.12/Add. 62—TURKEY: **National Industrial Training Scheme.** ILO. $3,542,300.

DP/SF/R.12/Add. 63 — UNITED REPUBLIC OF TANZANIA: **Supplementary Assistance to the Faculty of Science of the University of Dar es Salaam for the Training of Secondary School Science Teachers.** UNESCO. $901,600.

DP/SF/R.12/Add. 64—YEMEN: **Supplementary Assistance for the Survey of the Agricultural Potential of the Wadi Zabid.** FAO. $691,300.

DP/SF/R.12/Add. 65—YEMEN: **Low-**

lands Farm Development. FAO. $591,800.

DP/SF/R.12/Add. 66—YEMEN: Farm Development of the Midlands. FAO. $769,300.

DP/SF/R.12/Add. 67 — YUGOSLAVIA: Development of an Agricultural Food Complex in the Bosanska-Krajina Region. FAO. $1,874,800.

DP/SF/R.12/Add. 68 — ZAMBIA: Training of Railway Personnel. ILO. $5,953,400.

DP/SF/R.12/Add. 69 — REGIONAL: Supplementary Assistance to the Hydrometeorological Survey of the Catchments of Lakes Victoria, Kioga and Albert. WMO. $419,000.

DP/SF/R.12/Add. 70 — REGIONAL: Supplementary Assistance for the Pre-Investment Survey of the African Telecommunication Network, East Africa Sector. ITU. $316,200.

DP/SF/R.12/Add. 71 — REGIONAL: Junior Secondary Teacher Training Curriculum Development. UNESCO. $5,424,200.

DP/SF/R.12/Add. 72 — REGIONAL: African Training and Research Centre in Administration for Development, Tangiers. UN. $2,259,400.

DP/SF/R.12/Add. 73 — REGIONAL: Asian Centre for Development Administration. UN. $1,869,400.

DP/SF/R.12/Add. 74 — REGIONAL: Investment Strategy and Planning Methodology for Irrigated Agriculture in Latin America. IDB. $1,173,000.

DP/SF/R.12/Add. 75 — REGIONAL: West African Rice Development. FAO. $1,660,000.

DP/SF/R.12/Add. 76 — REGIONAL: Pan African Telecommunication Survey (West and Central Africa Sectors). ITU. $1,397,300.

DP/SF/R.12/Add. 77 — REGIONAL: Assistance in Physical Planning. UN. $840,500.

DP/SF/R.12/Add. 78 — REGIONAL: Technical Studies of the Trans-Saharan Road. UN. $2,663,000.

DP/SF/R.12/Add. 79 — REGIONAL: Institutional Support to the Lake Chad Basin Commission. UNDP. $547,200.

DP/SF/R.12/Add. 80 — REGIONAL: Institutional Support to the Organisation des Etats Riverains du Senegal. UNDP. $639,000.

DP/SF/R.12/Add. 81 — INTERREGIONAL: Repair and Maintenance of Rail and Road Transport Equipment. UNIDO. $302,800.

DP/SF/R.12/Add. 82 — INTERREGIONAL: Supplementary Assistance for Higher Level Management, Technical and Productivity Training. ILO. $1,441,800.

DP/SF/R.12/Add. 83 — INTERREGIONAL: In-Plant Group Training Programe in the Field of Diesel Engineering, CSSR. UNIDO. $355,600.

DP/SF/R.12/Add. 84 — INTERREGIONAL: Training and Advisory Services on Generalized System of Preferences. UNCTAD. $1,244,900.

DP/SF/R.12/Add. 85 — MONGOLIA: Brucella Vaccine Production, Songino. WHO. $1,415,400.

DP/SF/R.12/Add. 86 — PANAMA: Training and Advisory Services for Rural and Community Development and Land Reform. UN. $1,588,200.

DP/SF/R.12/Add. 87 — ROMANIA: Assistance in Water and Air Pollution Control (Phase II). WHO. $5,811,100.

DP/SF/R.12/Add. 88 — INTERREGIONAL: Training and Export Promotion. UNCTAD. $969,500.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Business Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230, or any Commerce Field Office.

Direct Sales

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Field crop farms

01130 — PHILIPPINES — Alaska peas, dried, whole, green, U.S. No. 1, packed in 100-lbs. bags; great northern beans, U.S. No. 1, packed in 100-lbs. bags. People's Food Supply, Attn: Edward Kawpeng (importer, dist.), 212 Villalobos St., Quiapo, P.O. Box 4059, Manila. WTD in prep.

01136 — SPAIN — Dried or dehydrated beans, peas, other pulses. Especially interested in receiving urgent quotations for dried green peas, lentils; samples, if possible. Productos Sago de Camporreal (importer, dist.), Ilustración, 19, Madrid (8). WTD 6/71.

Fruit, tree nut, vegetable farms

01220—FRENCH WEST INDIES—Fresh fruits. (importer), Route des Abymes, Pointe-à-Pitre, Guadeloupe. WTD in prep.

01230—FRENCH WEST INDIES—Fresh vegetables. Sofroi (importer, dist.), Route des Abymes, Pointe-à-Pitre, Guadeloupe. WTD in prep.

Ferroalloy ores

10690 — INDIA — Molybdenum concentrates; Wolframite, Scheelite. Khandelwal Ferro Alloys Ltd., Attn: R. K. Gupta, Administrative Officer (mfr.), Kanhan, P.O. Kamptee, District Nagpur, Maharashtra. WTD in prep.

Miscellaneous metal ores

10940—INDIA—Vanadium oxide. Khandelwal Ferro Alloys Ltd., Attn: R. K. Gupte, Administrative Officer (mfr.), Kanhan, P.O. Kamptee, District Nagpur, Maharashtra. WTD in prep.

Grain mill products

20424—SPAIN—Feeding materials and adjuncts, animal, other than complete livestock and poultry feed; other than dog, cat food. Compañia Exportadora Levantina, S.A. (importer, distributor), Apartado Postal #23, Valencia. WTD 5/71.

20455—NIGERIA—Cake mixes; premix type—sponge etc. to which only water is added. Quantity approximately 15,000 lbs. per mo. De Facto Works Ltd., (importer, dist., mfr.), 55/59 Ojuelegba Rd., Surulere, P.O. Box 31, Yaba Lagos. WTD in prep.

Beverage industries

20874—SPAIN—Colorings, as additives for animal feed. Compañia Exportadora Levantina, S.A. (importer, distributor), Apartado Postal #23, Valencia. WTD 5/71.

Food preparations

20922—SPAIN — Flour, soy. Compañia Exportadora Levantina, S.A. (importer, dist.), Apartado Postal #23, Valencia. WTD 5/71.

20942 — SPAIN — Meal, meat and bone, dried blood and feather meal. Compañia Exportadora Levantina, S.A. (importer, dist.), Apartado Postal #23, Valencia. WTD 5/71.

Textile goods

22940 — SPAIN — Textile waste, principally of white cotton. Correspondence requested in Spanish. Enrique Miralles Colomina, S.L. (importer, mfr.), Virgen de los Lirios, 42, Alcoy, Alicante. WTD 5/71.

Men's, youths', boys' furnishings, work clothing

23214—AUSTRIA—Large army surplus lots of shirts. Bruehl & Soehne (dist., agent, ret.), Schmiedgasse 8-12, A-8010, Graz. WTD 9/70.

23291—AUSTRIA—Large army surplus lots of parkas, field jackets. Bruehl & Soehne (dist., agent, ret.), Schmiedgasse 8-12, A-8010 Graz. WTD 9/70.

Women's, misses,' children's, infants' under garments

23412—FRANCE—Fancy women's underwear: nightwear, slips, pajamas etc. Harmonex France (retailer), 5, rue d'Estiennes d'Orve, 92—La Garenne. WTD in prep.

23422—JAPAN—High quality underwear for ladies, including panties, brassieres, corsets, slips, girdles. Settlement L/C at sight. Delivery ASAP. Requests price list for various quantities with catalogue. Taiyo Process Kabushiki Kaisha (dist., mfr.), 3-19-6 Kuramae, Daito-ku, Tokyo. WTD in prep.

Fabricated textile products

23963—GERMANY—Gift tying ribbon. Prices c.i.f. European ports. Pecotex A. Petzhold & Co. (importer, dist., agent), 6 Yorkstrasse, Postfach 120350, 563 Remscheid. WTD 10/70.

Logging camps, logging contractors

24110—GERMANY—Log timber, especially, black walnut logs. Otto Jahn Furnierwerk (importer, mfr.), wholesaler), 477 Soest, Briloner Str. 44, Postfach 244. WTD 4/71.

Sawmills, planing mills

24211 — JAMAICA — Lumber: Rough sawn, white fir; quantity: 30,000 ft. every two mos. Quotations: c.i.f. Kingston. McGibbon Industries, Attn: Victor McGibbon (mfr., retailer), 5 Waltham Park Rd., Kingston 13. WTD 6/71.

Paper mills

26213—PHILIPPINES — Printing paper. Michigan Mercantile Co. (importer, dist.), 382-384 Juan Luna St., Binondo, Manila. WTD in prep.

Converted paper, paperboard products

26415—PHILIPPINES—Wrapping paper for candies, gifts. Michigan Mercantile Co. (importer, dist.), 382-384 Juan Luna St., Binodo, Manila. WTD in prep.

26451 — GERMANY — Office supplies. Prices c.i.f. Hamburg or Bremen. Direct purchase & agency. M.T.S. Management Beratung GmbH (importer, agent), Bernhard Klein Strasse, 534 Bad Honnef. WTD 3/71.

Books

27313 — GERMANY — Scientific books dealing with economics, law. Eberhard Albert Universitaetsbuchhandlung Nachfolger (importer, retailer), D-7800 Freiburg i. Breisgau, 179 Kaiser Joseph Strasse, Baden-Wuerttemberg. WTD 9/70.

General commercial printing

27512 — GERMANY — Special labels, write-on-it tapes. Hein Markier-Systeme G.m.b.H. (importer), 3 Dischinger Strasse, D-6900 Heidelberg, Baden-Wuerttemberg. WTD 8/70.

Greeting card manufacturing

27711—PHILIPPINES — Greeting cards. Michigan Mercantile Co. (importer, dist.), 382-384 Juan Luna St., Binondo, Manila. WTD in prep.

Printing trade services

27910—ARGENTINA—Magazine photocomposition programs for use with IBM 360 Model 25 computer. Mr. Esteban Macias, Jefe de Sistemas Editorial Abril S.A. Av. Leandro N. Alem 898, Buenos Aires. WTD in prep.

Synthetic materials

28211—GERMANY—Polyethylene, polystyrene materials; virgin, reprocessed. Correspondence requested in German. Haugolit-Plastik Wilhelm Haug (importer, mfr.), D-7403 Pfaeffingen, Kreis Tuebingen, Baden-Wuerttemberg. WTD 8/70.

28212—PHILIPPINES — Cellophane paper. Michigan Mercantile Co. (importer, dist.), 382-384 Juan Luna St., Binondo, Manila. WTD in prep.

28213 — SPAIN — Polyethylene resins, thermoplastic; polypropylene resins, thermoplastic. Redesmar, S.A. (importer, mfr.), Apartado de Correos No. 2, Callosa de Segura, Alicante. WTD 5/71.

28240—PHILIPPINES — Nylon bristles for tooth brushes. Michigan Mercantile Co. (importer, dist.), 382-384 Juan Luna St., Binondo, Manila. WTD in prep.

Drugs

28332—LIBYA—Medicinal & botanical drugs, bulk. El Gahmy Corp. (importer, agent, retailer), P.O. Box 4001, Tripoli. WTD in prep.

28332 — SPAIN — Vitamins, as additives for animal feed. Compañia Exportadora Levantina, S.A. (importer, dist.), Apartado Postal #23, Valencia. WTD 5/71.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28442—SPAIN—Perfumes, toilet water, colognes. Correspondence requested in Spanish/French. Farmacia-Ortopedia "Ramón García" (importer, dist.), C/M. de Vallejo, 19, Logroño. WTD 5/71.

28445—FRANCE — Cosmetics, including creams, lotions, lipsticks, eye preparations, nail lacquers and enamels, powder, bath sales, etc. Harmonex France (retailer), 5, rue d'Estiennes d'Orve, 92—La Garenne. WTD in prep.

Agricultural chemicals

28790—LIBYA—Pesticides; insecticides. El Gahmy Corp. (importer, agent, retailer), P.O. Box 4001, Tripoli. WTD in prep.

Petroleum Refining

● 29100—BURMA—Myanma Oil Corporation (MOC) requests bids to supply:

1. 6,600 long tons of 100/130 grade aviation gasoline (in bulk) to be shipped in 3 equal shipments of 2,200 long tons each, the first shipment to arrive at Rangoon during Dec. 10, 1971, through Jan. 10, 1972; second shipment during Apr. 10, through May 10, 1972; third shipment during Aug. 10 through Sept. 10, 1972. 2. 1,500 drums (of 44 imperial gal. each) of 80/87 octane aviation gasoline to be shipped in 3 equal shipments of 500 drums each, the first shipment to arrive at Rangoon during Dec. 10, 1971, through Jan. 10, 1972; second shipment during Apr. 10 through May 10, 1972; third shipment during Aug. 10 through Sept. 10, 1972. Tender No. YENAN/YAUNG/LAYA/T-7. Bid deadline Sept. 8, 1971. Address bids and other requests to Marketing Manager, Myanma Oil Corporation, 622 Merchant Street, Rangoon.

Tires, tubes

● 30100—ETHIOPIA—Bids are requested by the Imperial Board of Telecommunications for 1,180 tires and 710 tubes of varoius sizes for passenger car, truck, motor-cycles and cranes. Tender No. 11/71. Bids are due on or before 6 P.M., Aug. 9, 1971 to the Imperial Board of Telecommunications of Ethiopia, P.O. Box 1047, Addis Abada. Tenders are available on a loan basis from the Chemicals, Petroleum and Rubber Div., BDC, Department of Commerce, Washington, D.C. 20230. ★(Telephone: 202-967-3381). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif., 94102. (Phone: 415-556-5868).

Fabricated rubber products

30690 — JAMAICA — Rubber grommets ½" O.D.; ¼" I.D. Require 10,000-50,000 per order. Quotations: c.i.f. Kingston. Triangle Electric (Jamaica) Ltd., Attn: Lloyd Hepburn (dist., mfr.), 2 Ripon Rd., Kingston 5. WTD in prep.

30692—SOUTH AFRICA—Air hose for air compressor service, delivering air at 3 to 5 lbs/sq. in. for paint spraying technique. Specifications: i.d. 20-22 mm; o.d. 24 mm, flexible, thin walled, light noncollapsible, steel wire spiral imbedded, durable, able to withstand temperatures up to 80° C maximum. Requests f.o.b. vessel (name port of shipment) or c.i.f. Cape Town prices for regular supplies; state standard length on each roll; airmail 2-meter sample as soon as possible. Industrial Units (Cape) (Pty.) Ltd. (importer, dist., retailer), 25 Neptune St., Paarden Eiland, Cape Town, Cape Province. WTD in prep.

30697—SPAIN — Gloves, rubber, household and surgical; water bottles, fountain syringes and combinations, rubber; other rubber products for sanitary uses. Correspondence requested in Spanish or French. Farmacia-Ortopedia "Ramon García" (importer, dist.), C/M. de Vallejo, 19, Logroño. WTD 5/71.

Plastic products

30791—AUSTRIA—Special film for application in farming, gardening; radiation protecting plastics film. Ferdinand Wettlinger, Kunststoff-Grosshandel (importer, dist., agent), P.O. Box 43, Peter Jordan-Strasse 26, A-1191 Vienna. WTD 7/70.

30791—GERMANY—Screen foil, plastic, special marking foils, plastic. Hein-Markier-Systeme G.m.b.H. (importer), 3 Dischinger Strasse, D-6900 Heidelberg, Baden-Wuerttemberg. WTD 8/70.

Handbags, other personal leather goods

31710—Handbags, purses. Frame Distributors (dist.), P.O. Box 150, Stanger, Natal. WTD 6/71.

31720 — SOUTH AFRICA — Personal leather goods. Fame Distributors (dist.), P.O. Box 150, Stanger, Natal. WTD 6/71.

Glass, glassware

32293—NETHERLANDS—TCGF teflon coated or equal, glasscloth, similar products. Exclusive representations for Netherlands. A. Helffer N.V.; Attn: J. Vroon (importer, dist.), Willem de Zwijgerlaan 350, Amsterdam. WTD 6/71.

32316—FRANCE — Double heated insulated glass for manufacturing refrigeration doors, refrigerated display windows. BONTAMI (importer, dist., exporter), 81, rue Defrance, 94—Vincennes. WTD 11/70.

Steel mill products

● **33100—INDIA**—Supply of locked coil mine hoisting rope. Bid deadline Aug. 20, 1971. Tender No. PUR/RGC/M(132) / Global / 71-E1489 Hindustan Copper Ltd. Tender documents available from Dy Financial Adviser, Khetri Copper Project, Hindustan Copper Ltd., P.O. Khetri Nagar, Dist. Jhunjhunu, Rajasthan on payment of RS 5/

33152 — PHILIPPINES — Staple wires. Michigan Mercantile Co. (importer, dist.), 384-382 Juan Luna St., Binondo, Manila. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

● **33500—ARGENTINA** — Aluminum alloy cable: 240,000 meters, 7 wire, 25 MM^2 section; PVC covered, 2,480,000 meters, 7 wire, 50 MM^2 section; PVC covered, 396,000 meters, 19 wire, 95 MM^2 section. Tender No. 3157, bid deadline Aug. 11. Copies of conditions available for 50 Argentine Pesos from Segba, Balcarce 184, 4 piso, Oficina Compras Exterior, Buenos Aires.

● **33500—INDIA**—Supply of nickel silver strips alloy. Tender No. P/202/45/047/25.5. 71/PL. Bid deadline Aug. 17, 1971. Contact Directorate General, Supplies and Disposals, Jeevantara Building, Parliament St., New Delhi-1 India. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008.

Nonferrous foundries

33610 — FRANCE — Cake-pans, graters, household gadgets for kitchen use. Societe Industrielle de Ferblanterie (SIF) (mfr., retailer, wholesaler), 39, Blvd. Beaumarchais, 75—Paris 3ème. WTD in prep.

Cutlery, hand tools, general hardware

34211—SOUTH AFRICA—Domestic cutlery, household hardware, gadgets. Fame Distributors (dist.), P.O. Box 150, Stanger, Natal. WTD 6/71.

34250 — FRANCE — Ribbon blades for wood. Ets. R. Pinchon (mfr.), 5/7/9 rue Alsace-Lorraine, 27-Vernon. WTD 5/71.

Screw machine products

34521—JAMAICA—Nuts, bolts: 8—32 x $^{13}/_{16}$ round head, slotted aluminum; 10—24 x $^{5}/_{16}$ round head, slotted aluminum. Triangle Electric (Jamaica) Ltd., Attn: Lloyd Hepburn (dist., mfr.), 2 Ripon Rd., Kingston 5. WTD in prep.

Fabricated wire products

34819—PHILIPPINES—Paper fasteners. Michigan Mercantile Co. (importer, dist.), 382-384 Juan Luna St., Binondo, Manila. WTD in prep.

Engines, turbines

35111—PHILIPPINES—Turbine generator with cooling water pump, lubricating oil purifier, switch gear, metering equipment; primary voltage—4160 volts; KVA—34.5 (7,500 KW up to 12,000 KW may be considered as an alternative). For turbine: 400 psi at 700°F top temperature; total condensing at $2^{1}/_{2}$" mercury absolute. Resins, Inc. (mfr.), 708 Tanduay St., Manila. WTD 9/70.

35193—VIET-NAM — Diesel marine engines with capacity ranging from 5 to 1,000 H.P. Direct purchase & agency. Chantiers & Ateliers Reunis d'Indochine (CARIC) (dist., mfr., agent), 17 Ben Bach Dang, P.O. Box F-6, Saigon. WTD in prep.

Construction, mining, materials handling machinery, equipment

35316—NETHERLANDS—Low-noise hydraulic asphalt, concrete breakers, similar low-noise road construction equipment, including attachments to reduce noise on existing equipment. Exclusive representations for Netherlands or Benelux countries. Nierstrasz N.V., Attn: Mr. K. Bos (importer, dist.), Plantage Middenlaan 62, P.O. Box 4141 Amsterdam. WTD in prep.

35319—LIBYA—Earth auger; trenchers; ditchers, self-propelled. Ali Ahmed Nayed (importer), P.O. Box 1025, Tripoli. WTD in prep.

35370—PHILIPPINES—Forklift trucks, brand new or used. United Services Co., Div. of Delgado Brothers, Inc. (importer, dist., equipment renting), 1559 Otis St., Paco, Manila. WTD in prep.

Metalworking machinery

35410—VIET-NAM — Smelting machines including moulding machines, pipe blowing machines, machines for preparation of smelting sand. Direct purchase & agency. Chantiers & Ateliers Reunis d'Indochine (CARIC) (dist., mfr., agent), 17 Ben Bach Dang, P.O. Box F-6, Saigon. WTD in prep.

35411 — VIET-NAM — Boring machines, metal cutting type. Direct purchase & agency. Chantiers & Ateliers Reunis d'Indochine (CARIC) (dist., mfr., agent), 17 Ben Bach Dang, P.O. Box F-6, Saigon. WTD in prep.

35413—VIET-NAM—Gear cutting, finishing machines. Direct purchase & agency. Chantiers & Ateliers Reunis d'Indochine (CARIC) (dist., mfr., agent), 17 Ben Bach Dang, P.O. Box F-6, Saigon. WTD in prep.

35415—VIET-NAM—Lathes of small and medium capacity. Direct purchase & agency. Chantiers & Ateliers Reunis d'Indochine (CARIC) (dist., mfr., agent), 17 Ben Bach Dang, P.O. Box F-6, Saigon. WTD in prep.

35421—PANAMA—Machinery to manufacture shoemaking tacks & nails, as well as construction nails; stranding machinery for nails & tacks; machinery to make upholstery springs. Tapiz, S. A., El (importer, dist., retailer), Box 5424, Panama 3. WTD 6/71.

35422—INDIA—Complete equipment to manufacture 2,500 metric tons of forged rings, gaskets and seamless pipe fittings per annum using both ferrous, non-ferrous raw materials. Equipment supplier should also provide technical know-how. Echjay Industries Pvt. Ltd., Attn: M. Gopinathan, Secretary (mfr.), Kanjur Village Rd., Bhandup, Bombay 78 NB. WTD in prep.

35423—NEW ZEALAND—Used machinery for manufacture of large diameter high tensile bolts: one ¾" double blow cold heading machine; plus one 1" bolt head trimming machine and one 1" thread rolling machine, for use in conjunction with the heading machine. Ajax GKN Ltd., Attn: N. J. McGurk, Works Dir. (mfr.), P.O. Box 30026, Lower Hutt. WTD 12/70.

35451—GERMANY—Cutting tools, especially carbide tools. Direct purchase & agency. Ernst Weisberg KG. (dist., mfr., agent), 10 Industriehof, Postfach 110257, 563 Remscheid-Lennep. WTD 5/71.

35480—INDIA—Complete plant for manufacture of "Bellow" type metal hoses in range of ¼" to 8" inside diameter. Supplier of equipment also expected to provide production know-how. S. Gupta & Co. (importer, agent, exporter), 26/27 Third Pasta Lane, Colaba, Bombay 5, Maharashtra. WTD 6/71.

35482—GERMANY—Tools, hand, power driven, operated by compressed air. Alfred Schramm—Industrie-Beratung-Vertrieb (importer, dist., consultant), 42 Marienstrasse, D-7000 Stuttgart 1, Baden-Wuerttemberg. WTD 8/70.

Special industry machinery

35512—LIECHTENSTEIN — Doughnut machinery. USMAF Sanitary Machines & Foods Establishment (importer, dist., agent), Hauptstrasse 871, P.O.B. 34 679, 9490 Vaduz. WTD 6/71.

35513—ARGENTINA—Can filling and sealing machinery (metal cans), plastic, polyethylene and polymer sealing equipment, specifically for cooked hams, sliced bacon, other pork products. Frigorifico Sancay S.A. (mfr.), Miguel de Unamuno 3259, Los Cooperarios-Quilmes, Provincia de Buenos Aires. WTD in prep.

35513 — ARGENTINA — Packing house machinery including portion control; quick freeze tunnels; conveyorized bone-in pickle injector; electric bone & carcass splitter; dehorning saw; complete line for preparation of corned beef, beef fillings, ground beef preparations. Requests quotations, catalogs. Correspondence requested in Spanish. S.A. Frigorí-

fico Monte Grande Ltda. (Moisés Jodara) (mfr.), San Martín 432, Monte Grande, Provincia de Buenos Aires. WTD in prep.

35513 — ARGENTINA — Packing house machinery; complete line for preparation of cooked corned beef, beef fillings, ground beef preparations, etc. Requests quotations, catalogs. Correspondence requested in Spanish. Frigorífico y Matadero General Lavalle, Alberto Bottero—Héctor Parenti (mfr.), Salta 2108, P.B. Buenos Aires. WTD in prep.

35513 — ARGENTINA — Machinery for boxing, wrapping, marking, labeling beer cans, beer can cartons. Correspondence requested in Spanish. Cervecería Bieckert S. A. (Sr. Vicente Misurielo). (Mfr.), Av. Antártida Argentina 1881, Llavallol, Pdo. Lomas de Zamora, Prov. Buenos Aires. WTD in prep.

35513 — LIECHTENSTEIN — Popcorn, candy-cotton machinery. USMAF Sanitary Machines & Foods Establishment (importer, dist., agent), Hauptstrasse 871, P.O.B. 34 679, 9490 Vaduz. WTD 6/71.

35540—SOUTH AFRICA—Machinery to produce varying sizes of multi-wall paper sacks. Natal Bag Manufacturers (mfr.), P.O. Box 8029, Pietermaritzburg, Natal. WTD 6/71.

35550 — ISRAEL — Linotype machines: model 5, 8, 31; second-hand, good condition acceptable. "Alyah"—Printing (importer, dist., printing, publishing plant), 64, Rothschild Blvd., Tel Aviv. WTD in prep.

35551—BRAZIL—Vertical printing press, one, form 4; one, form 8; flat bed offset press, one 96 x 66 cm. Companhia Editora de Pernambuco (CEPE) (state printing office), Rua Coelho Leite, 530 P.O. Box 2964, Recife, Pernambuco. WTD in prep.

35552—BRAZIL—Three way paper cutting machine, one; collating machine, one; binding machine, one; automatic plate press, one; gluing machine, one; folding machine, one, three and five folds. Companhia Editora de Pernambuco (CEPE) (state printing office), Rua Coelho Leite, 530 P.O. Box 2964, Recife, Pernambuco. WTD in prep.

35592 — GERMANY — Foundry machinery. Ekman & Co. GmbH (importer, agent, exporter), 23 Lindemannstr., 4 Duesseldorf. WTD 6/69.

35592—INDIA—Equipment to manufacture aluminum collapsible tubes having .30 and .1 wall thickness and rigid containers having outside diameter .4 and thickness .4 to .5; capacity of equipment approximately 75 strokes per min. High speed equipment with 125 to 150 strokes per min., if available, preferred. Sudarshan Chokhani Industrial Co. Attn: Shriram C. Chokhani (dist., exporter), 138 Kalbadevi Rd., Bombay 2. WTD 6/71.

35593—INDIA—Rotational molding machine for production of plastics articles in range of 3' diameter and 8' length; also interested in quotation for larger machine having capacity to produce goods up to 6' diameter, 8' length. Unipol Plastic Industries Pvt. Ltd., Attn: J. M. Shah, Mng. Dir. (mfr.), Setalvad House, Mirzapur Rd., Ahmedabad 1. WTD in prep.

35595—JAMAICA—Equipment for making pottery; including mixers, pressers and kiln. Quotations: c.i.f. Kingston. Aiken's Clay Works, Attn: William G. Aiken (mfr.), 16 Tarrant Dr., Kingston 10. WTD in prep.

35595—JAPAN—Sludge burning kiln for incineration of oil mixed bilge in ships; incineration ratio over 60%, capacity 50 lit./hr.; Size about 2m x lm x lm. Price range as near as possible to Japanese made kiln costing $2,780-$4,170. Shipment ASAP. Settlement L/C Net 90 days. Tominaga & Co. Ltd., (importer, dist.), Ibasen Bldg., 5 Nihonbashi Kofune-cho 2-chome Chuo-ku, Tokyo. WTD 6/70.

35595—PANAMA—Machinery to manufacture composition soles for shoes. Tapiz, S. A. El (importer, dist. retailer), Box 5424, Panama3. WTD 6/71.

35614—VIET-NAM—Air compressors. Direct purchase & agency. Chantiers & Ateliers Reunis d'Indochine (CARIC) (dist., mfr. agent), 17 Ben Bach Dang, P.O. Box F-6, Saigon. WTD in preparation.

35616—VIET-NAM—Electro-pumps for domestic, industrial, irrigation use. Direct purchase & agency. Chantiers & Ateliers Reunis d'Indochine (CARIC) (dist., mfr., agent), 17 Ben Bach Dang, P.O. Box F-6, Saigon. WTD in preparation.

35641—HUNGARY—Electrically induced air flow equipment used in pollution control, in industry from 50 to 200 kilovolts. Magyar Tibor, Designing Engineer Electric Equipment & Instrumentation Research Institute (importer), Budapest II, Medve U. 25-29.

35663 — VIET-NAM — Electric pulley blocks. Direct purchase & agency. Chantiers & Ateliers Reunis d'Indochine (CARIC) (dist., mfr., agent), 17 Ben Bach Dang, P.O. Box F-6, Saigon. WTD in prep.

Office, computing, accounting machines

35741 — GERMANY — Office machines. Prices c.i.f. Hamburg or Bremen. Direct purchase & agency. M.T.S. Management Beratung GmbH (importer, agent), 3 Bernhard Klein Strasse, 534 Bad Honnef. WTDR 3/71.

35790—GERMANY—Embossing systems. Hein Markier-Systeme G.m.b.H. (importer), 3 Dischinger Strasse, D-6900 Heidelberg, Baden-Wuerttemberg. WTD 8/70.

35791 — PHILIPPINES — Staple machines; paper punchers; staple wire removers. Michigan Mercantile Co. (importer, dist.), 382-384 Juan Luna St., Binondo, Manila. WTD in prep.

Service industry machines

35851—ZAMBIA—Ice making, ice vending machines; requests quotations for supply, delivery of. Les McLean Ltd. (importer, dist.), P.O. Box 492, Ndola. WTD 4/71.

35892—GERMANY—Needle guns operated by compressed air for rust removal purposes. Alfred Schramm—Industrie-Beratung-Vertrieb (importer, dist., consultant), 42 Marienstrasse, D-7000 Stuttgart 1, Baden-Wuerttemberg. WTD 8/70.

35892 — MEXICO — Approximately 100 used floor grinders for grinding of precast Terrazo floors (with 3 and 5 h.p. motor, 200 volts, monophasic). Moisaicos Rivero, S.A. (mfr.), Riva Palacio Ote. 250, Monterrey, N.L. WTD 4/71.

35892 — NETHERLANDS — Equipment for treatment of air and water pollution. Exclusive representations for Netherlands or Benelux countries. Nierstrasz N.V., Attn: Mr. K. Bos (importer, dist.), Plantage Middenlaan 62, P.O. Box 4141, Amsterdam. WTD in prep.

Electric transmission, distribution equipment

● 36100—AUSTRALIA—Supply design, manufacture, and testing of ten 330 KV 133.3 MVA single phase auto-transformers and appropriate spare parts. Tender No. 2231, bid deadline Aug. 9. Contact the Mgr.-Sec., Electricity Commission of New South Wales, Box 5257, G.P.O., Sydney, N.S.W. 2001. Equipment to be erected at Sydney East Substation in Australia. Total project expected to cost $1,965,000. Copy of specifications and tender instructions available from Power Equipment Program, Room 5898C, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-5585).

● 36100—CYPRUS — Supply power and control cables, lighting and power installations and extensions for station earthing system and six-bay 132 KV switchyard which comprise the third extension to Moni Power Station in Nicosia, Cyprus. Purchaser will have option purchase equipment associated with 132 KV switchyard. Tender No. 1979/15, Ref. M/787/6062/71, bid deadline Aug. 30. Documents available from Electricity Authority of Cyprus, P.O. Box 4506, Nicosia, at cost of $48.00. Additional information available at U.S. Department of Commerce, Power Equipment Program, Room 5898C, (202-967-5585) Washington, D.C.

● 36100—INDIA—Supply of power meters, variable attenuators, frequency meter sets, adaptors, SHF signal generators, universal probe carriages, standing wave ratio meters, transmission measuring sets, clip-on millimeters. Tender No. W-120/P-71/3, bid deadline October 4. Invited by Chief Controller of Telegraph Stores, 3A Chowringhee Place, Calcutta-13. Tender documents available from: India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008. Ref: CDN/ENQ/49.

36113—JAMAICA — Electric measuring instruments, test equipment for teaching high school science; to be used in physics, chemistry, biology, zoology laboratories. Catalogs, technical brochures requested. Wolmers Boys' School, Attn: Maj. M. C. Walsh, North Race Course, Kingston 4.

36131 SOUTH AFRICA—High voltage switchgear 3 phase 11 KV, 400 amp., ring main units. ASEA Electric South Africa Ltd. (mfr.), P.O. Box 691, Pretoria, Transvaal. WTD 6/71.

Electrical industrial apparatus

36210—ISRAEL — Motors, electric, less than one horsepower, up to 25,000 RPM, 220 Volts, 50 cycles, 400 watts, including: flexible shaft with ball bearings; steel and engraving millers; miniature grinding heads; polishing heads, tools. For use with olive wood, shells from which are produced novelties of "mother-of-pearl." Jabra B. Salsa & Brothers (Dist., mfr., exporter), P.O. Box 43, Beit Sahur. via Israel. WTD in prep.

36213 — VIET-NAM — Electric motors; small, medium sizes. Direct purchase & agency. Chantiers & Ateliers Reunis d'Indochine (CARIC) (dist., mfr., agent), 17 Ben Bach Dang, P.O. Box F-6, Saigon. WTD in prep.

36215—VIET-NAM—Generator sets with capacity ranging from 5 to 1,000 KW. Direct purchase & agency. Chantiers & Ateliers Reunis d'Indochine (CARIC) (dist., mfr., agent), 17 Ben Bach Dang, P.O. Box F-6, Saigon. WTD in prep.

36220—GERMANY—Measuring and control equipment. Prices c.i.f. Hamburg or Bremen. H. Kleinknecht & Co. GmbH (Mfr., exporter), 10 Bahnhofstrasse, 5904 Eiserfeld/Krs. Siegen. WTD 3/71.

36231—HUNGARY — Portable welding machines designed for horizontal circular welding. Rozgonyi Lajos, Designer Factory & Machine Installation Works (importer), Budapest XIII, Kalli U. 34.

36231—HUNGARY — Swinging welding head for gas and oil tubes from 150 mm to 700 mm in diameter; Equipment for inside and outside welding of oil and gas tanks for trucks. Tanks have diameters of from 800mm to 2600mm. Janos Negyeliczicy, Chief of Technical Dvlpmt. (importer), Budapest XVIII, Gyomroi Ut. 79-83.

36231 — VIET-NAM — Electric welding equipment. Direct purchase & agency. Chantiers & Ateliers Reunis d'Indochine (CARIC) (dist., mfr., agent), 17 Ben Bach Dang, P.O. Box F-6, Saigon. WTD in prep.

Household appliances

36343—FRANCE—Small electric household apliances such as can openers. Harmonex France (retailer), 5, rue d'Estiennes d'Orve, 92 - La Garenne. WTD in prep.

Electric lighting, wiring equipment

36423—HUNGARY — Lighting fixtures, lamps for urban and industrial use. Farago Gyorgy, City Planning Commission, Budapest II, Bem Rakp. 28.

36426 — SOUTH AFRICA — Flashlights, flashlight batteries. Fame Distributors (dist.), P.O. Box 150, Stanger, Natal. WTD 6/71.

36430—JAMAICA—Marb type connectors —minimum orders of 10,000 units; fluorescent starter to start lights: 110V–240V, 20W–125W between 2′ and 8′ plus holders and connectors—minimum order of 2000 units; fluorescent light bulb or lamp holder or socket bars, singles and doubles—minimum order of 2,000 units. Quotations: c.i.f. Kingston. Triangle Electric (Jamaica) Ltd., Attn: Lloyd Hepburn (dist., mfr.), 2 Ripon Rd., Kingston 5. WTD in prep.

36430—SWITZERLAND—Miniature connectors, multicontacts for electronic applications. Amco Electronics Co. (importer, dist.), Zollikerstr. 251, P.O.B. 273, 8034 Zurich. WTD in prep.

Radio, television receiving sets

36511 — SOUTH AFRICA — Household, automobile radios, especially transistorized portables. Fame Distributors (dist.), P.O. Box 150, Stanger, Natal. WTD 6/71.

Communication equipment

36625 — GERMANY — Electric burglar alarm apparatus, fire alarm apparatus, any type of detection and signaling apparatus, equipment for security purposes. Dr. Alfred Ristow (importer, mfr.), D-7500 Karlsruhe-Durlach, Killisfeldstr. 72. WTD 5/71.

Electronic components, accessories

36743—VIET-NAM—Plane rectifiers. Direct purchase & agency. Chantiers & Ateliers Reunis d'Indochine (CARIC) (importer, dist., mfr., agent), 17 Ben Bach Dang, P.O. Box F-6, Saigon. WTD in prep.

36790—GERMANY—Electrical and electromechanical parts, components for electronics industry. Direct purchase & agency. Leo Melters KG (importer, agent), 9-11 Grosse Witschgasse, 5 Koeln 1. WTD 5/71.

36790—JAMAICA—Capacitors for 220V fluorescent fixtures 40W–125W. Minimum orders of 1,000 units. Quotation: c.i.f. Kingston. Triangle Electric (Jamaica) Ltd., Attn: Lloyd Hepburn (dist., mfr.), 2 Ripon Rd., Kingston 5. WTD in prep.

36795—SWITZERLAND—Magnetic reed switches, glass, metal mercury switches, AA pushbutton switches, reed pushbutton switches, contactless switches. Amco Electronics Co. (importer, dist.), Zollikerstr. 251, P.O.B. 273, 8034 Zurich. WTD in prep.

Electrical machinery, equipment, supplies

● **36900—ETHIOPIA**—Supply 269 pieces of car storage batteries, 6 and 12 volt, for use in tropics. Tender No. 11/71, bid deadline Aug. 17. Specifications are available at U.S. Department of Commerce, Power Equipment Program, Room 5898C, (202-967-5585). Bids must be accompanied by bond of not less than $120. All bids must be addressed to: The Imperial Board of Telecommunications of Ethiopia, P.O. Box 1047, Addis Ababa.

36940—SOUTH AFRICA—Auto electrical equipment including heavy duty equipment for crawler tractors, bulldozers, loaders, etc. Direct purchase & agency. Magneto-Diesel Co. (Pty.) Ltd. (importer, dist.), P.O. Box 5097, Windhoek, South West Africa. WTD 6/71.

Motor vehicles, equipment

37141—SOUTH AFRICA—All lines pertaining to every aspect of brakes, brake lining, actuation, clutch installations, transmission, suspension, covering all types of vehicles, earth moving equipment. Direct purchase & agency. Clutch & Brake Supplies (Pty.) Ltd. (dist., mfr., agent), 100 Buitengracht St., Cape Town, Cape Province. WTD 5/71.

Transportation equipment

37992—BELGIUM—Wheelbarrows. Roussel & Servais S.A. (dist., agent), 18-24 Rue de Grand-Bigard, 1080 Brussels. WTD in prep.

Engineering, laboratory, scientific, research instruments

38112—AUSTRIA — Analytical and related scientific instruments, equipment for chemical, medical laboratories. INULA Industrie- und Laboratoriums-Bedarf, Dipl.Ing. Rudolf Wunsch (dist., agent, retailer), Loewenburggasse 2, A-1082 Vienna. WTD 7/70.

38112—JAMAICA—Laboratory, scientific instruments for teaching high school science to be used in physics, chemistry, biology, zoology laboratories. Catalogs, technical brochures requested. Wolmers Boys' School, Attn: Maj. M. C. Walsh North Race Course, Kingston 4.

Instruments for measuring, controlling, indicating physical characteristics

38213—SPAIN — Thermometers, pyrometers. Correspondence Requested in Spanish/French. Farmacia-Ortopedia "Ramón García" (importer, dist.), C/M. de Vallejo, 19, Logroño. WTD 5/71.

38216—NETHERLANDS—Water and air pollution monitoring, control equipment; noise measuring equipment. Exclusive representations for Netherlands, Benelux countries. Nierstrasz N.V.; Attn: K. Bos (importer, dist.), Plantage Middenlaan 62, P.O. Box 4141, Amsterdam. WTD in prep.

Optical instruments, lenses

38311—JAMAICA—Optical instruments for teaching high school science to be used in physics, chemistry, biology, zoology laboratories. Catalogs, technical brochures requested. Wolmers Boys' School, Attn: Maj. M. C. Walsh North Race Course, Kingston 4.

Surgical, medical, dental instruments

38410—GERMANY — Veterinary instruments, equipment in field of artificial insemination of cattle, pigs; in particular, low-temperature equipment (minus 190 centigrades), preferably new-to-market articles. Walter Eickemeyer (dist., mfr.), 1 Schuetzenstrasse, D-7200 Tuttlingen, Baden-Wuerttemberg. WTD 9/70.

38410—ISRAEL—Neutron activation analyser for performing trace elements analysis of eye fluids. Hadassah Medical Organization—Mayer DeRothschild Hadassah University Hospital (hospital, research center), c/o Ophthalmology Dept., P.O. Box 499, Jerusalem. WTD in prep.

38410—LIBYA—Surgical instruments. El Gahmy Corp. (importer, agent, retailer), P.O. Box 4001, Tripoli. WTD in prep.

38410—SPAIN—Orthopedic intsruments. Correspondence Requested in Spanish/French. Farmacia-Ortopedia "Ramón García" (importer, dist.), C/M. de Vallejo, 19, Logroño. WTD 5/71.

Photographic equipment, supplies

38611—SOUTH AFRICA—Still cameras, accessories, photographic equipment. Fame Distributors (dist.), P.O. Box 150, Stanger, Natal. WTD 6/71.

Musical instruments, parts

39314—GERMANY — Electronic musical instruments. Radio-Musikhaus Barth & Co. (dist., mfr., retailer), 23 Rotebuehlplatz, D-7000 Stuttgart 1. WTD 8/70.

Toys, amusement, sporting goods

39410—SOUTH AFRICA—Games, toys. Fame Distributors (dist.), P.O. Box 150, Stanger, Natal. WTD 6/71.

39491—SOUTH AFRICA—Fishing tackle, equipment. Fame Distributors (dist.), P.O. Box 150, Stanger, Natal. WTD 6/71.

Pens, pencils, office, artists' materials

39530 — GERMANY — Cable markers, marking elements for clamps, self-adhesive letters and numbers, pipe markers, transfer types and symbols, transferable printed marks, general marking materials, no devices. Hein Markier-Systeme G.m.b.H. (importer), 3 Dischinger Strasse, D-6900 Heidelberg, Baden-Wuerttemberg. WTD 8/70.

Costume jewelry, novelties, buttons, notions

39610—SOUTH AFRICA—Costume jewelry, novelties. Fame Distributors (dist.), P.O. Box 150, Stanger, Natal. WTD 6/71.

Textile remnants

53990—AFGHANISTAN — Textile remnants. Quote c.i.f. Karachi price with insurance up to Kabul. Jai Singh Brothers Co. Ltd. (importer, dist.), Sarai Hazar Gul, Kabul. WTD in prep.

Antique, secondhand stores

59330—AFGHANISTAN—Used clothing. Quote c.i.f. Karachi price with insurance up to Kabul. Jai Singh Brothers Co. Ltd. (importer, dist.), Sarai Hazar Gul, Kabul. WTD in prep.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Dairy products

20231 — VIETNAM — Powdered milk. World Wide Agency (agent), 49 Ton That Dam (2nd Floor) P.O. Box 264, Saigon. WTD in prep.

Canning, preserving foods

20310 — CANADA — Canned, cured sea food including soup (except frozen); specialty, gourmet lines. Dir. of Marketing United Biscuits (Canada) Ltd. (dist., mfr.), 45 Torbarrie Rd., Downsview, Ontario. WTD in prep.

20310—CANADA—Shrimp, canned, except frozen, 4½ oz. tins. North West Distributors Ltd., Attn: J. Lee, Asst. Mgr. (importer, dist., agent), 205-845 W. Pender St., Vancouver, B.C. WTD 6/71.

20310—ITALY — Canned salmon. Cogis Distribuzione S.r.l. (dist.), Via Canova 38, 20145 Milan. WTD 1/70.

20324 — CANADA — Canned specialties, canned nationality foods. Dir. of Marketing United Biscuits (Canada) Ltd. (dist., mfr.), 45 Torbarrie Rd., Downsview, Ontario. WTD in prep.

20330—CANADA—Canned fruits, vegetables. Dir. of Marketing United Biscuits (Canada) Ltd. (dist., mfr.), 45 Torbarrie Rd., Downsview, Ontario. WTD in prep.

20331—ITALY—Canned pineapple. Cogis Distribuzione S.r.l. (dist.), Via Canova 38, 20145 Milan. WTD 1/71.

20334—HONG KONG—Fruit juices, including concentrated, canned. Davie, Boag (Traders) Ltd. (importer, dist., agent), 8/F, Block C, Watson's Estate, Watson Rd., North Point. WTD in prep.

20336—CANADA—Tomato paste for reprocessing. S. H. Blackwell Co. Ltd., Attn: S. H. Blackwell, Gen. Mgr. (importer, agent, exporter), 2115 Commissioner St., Vancouver 6, B.C. WTD 6/71.

20341—CANADA—Dehydrated white and red kidney beans for reprocessing. S. H. Blackwell Co. Ltd., Attn: S. H. Blackwell, Gen. Mgr. (importer, agent, exporter), 2115 Commissioner St., Vancouver 6, B.C. WTD 6/71.

20341—PORTUGAL—Freeze dried fruit including pineapple and citrus used in fruit juice, soft drink industry. Ad. Mourao (agent), Avenida da Igreja 47 r/c Esq., P.O. Box 1043, Lisbon 5. WTD in prep.

20350—CANADA—Pickles, sauces, salad dressings. Dir. of Marketing United Biscuits (Canada) Ltd. (dist., mfr.), 45 Torbarrie Rd., Downsview, Ontario. WTD in prep.

20361 — CANADA — Seafood; packaged, frozen. S. H. Blackwell Co. Ltd., Attn: S. H. Blackwell, Gen. Mgr. (importer, agent, exporter), 2115 Commissioner St., Vancouver, B.C. WTD 6/71.

20371—CANADA—Frozen fruits; frozen juice concentrates. S. H. Blackwell Co. Ltd., Attn: S. H. Blackwell, Gen. Mgr. (importer, agent, exporter), 2115 Commissioner St., Vancouver 6, B.C. WTD 6/71.

20372 — CANADA — Wide variety of frozen vegetables. S. H. Blackwell Co. Ltd., Attn: S. H. Blackwell, Gen. Mgr. (importer, agent, exporter), 2115 Commissioner St., Vancouver 6, B.C. WTD 6/71.

Grain mill products

20412—PORTUGAL—Wheat bran. Ad. Mourao (agent), Avenida da Igreja 47 r/c Esq., P.O. Box 1043, Lisbon 5. WTD in prep.

20416 — PORTUGAL — Rye bran. Ad. Mourao (agent), Avenida da Igreja 47 r/c Esq., P.O. Box 1043, Lisbon 5. WTD in prep.

20455—ITALY—Pudding mixes. Cogis Distribuzione S.r.l. (dis.), Via Canova 38, 20145 Milan. WTD 1/71.

20460—PORTUGAL—Corn bran, corn germ meal. Ad. Mourao (agent), Avenida da Igreja 47 r/c Esq., P.O. Box 1043, Lisbon 5. WTD in prep.

Bakery products

20510—CANADA — Bakery goods, other complementary food lines. Dir. of Marketing United Biscuits (Canada) Ltd. (dist., mfr.), 45 Torbarrie Rd., Downsview, Ontario. WTD in prep.

20520 — CANADA — Cookies, crackers. Dir. of Marketing United Biscuits (Canada) Ltd. (dist., mfr.), 45 Torbarrie Rd., Downsview, Ontario. WTD in prep.

20521—HONG KONG—Biscuits, cookies of all kinds. Davie, Boag (Traders) Ltd. (importer, dist., agent), 8/F, Block C, Watson's Estate, Watson Rd., North Point. WTD in prep.

Confectionery

20710—CANADA — Confectionery products: bar goods, 5¢ and 10¢ specialties, packaged goods, bulk goods, salted nuts, other confectionery-type products. Dir. of Marketing United Biscuits (Canada) Ltd. (dist., mfr.), 45 Torbarrie Rd., Downsview, Ontario. WTD in prep.

20710 — HONG KONG — Candies, other confectionery products. Davie, Boag (Traders) Ltd. (importer, dist., agent), 8/F, Block C, Watson's Estate, Watson Rd., North Point. WTD in prep.

Beverage industries

20851—VENEZUELA—Bourbon whisky. Correspondence requested in Spanish. C. A. Ron Santa Teresa (Mr. Luis José Guevara) (importer, dist., mfr.), Edificio Polar, Piso 10, Plaza Venezuela, Caracas 105. WTD in prep.

Food preparations

20914—PORTUGAL—Cotton seed hulls. Ad. Mourao (agent), Avenida da Igreja 47 r/c Esq., P.O. Box 1043, Lisbon 5. WTD in prep.

20990—CANADA — Desserts (ready-to-mix), chips (potato, corn, etc.), other food preparations Dir. of Marketing United Biscuits (Canada) Ltd. (dist., mfr.), 45 Torbarrie Rd., Downsview, Ontario. WTD in prep.

20922—PORTUGAL—Soybean hull meal. Ad. Mourao (agent), Avenida da Igreja 47 r/c Esq., P.O. Box 1043, Lisbon 5. WTD in prep.

Knitting mills, products

22523—BELGIUM—Infants' finished hosiery. Freddy Baudry (dist.), 53 Blvd. Eisenhower, 7500 Tournai. WTD 2/70.

Floor covering mills, products

22710—FRANCE—Woven carpets, rugs. Sphere S.A.R.L (importer, dist., agent), 23, rue de Lorient, 35-Rennes. WTD 6/71.

Textile goods

22952—HONDURAS—Plastic upholstery materials. Exclusive representation. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

22952—PAKISTAN — Artificial leather. Requests catalogs, quotations, C. & F., Karachi. Shala Commercial Corp. (agent), P.O. Box No. 4230, Karachi-2. WTD in prep.

Men's, boys' furnishings

23292 — BELGIUM — Youths' and boys' outerwear. Freddy Baudry (dist.), 53 Blvd. Eisenhower, 7500 Tournai. WTD 2/70.

Women's, misses', children's infants' under garments

23412—BELGIUM — Childrens', infants' underwear. Freddy Baudry (dist.), 53 Blvd. Eisenhower, 7500 Tournai. WTD 2/70.

23413—**BELGIUM** — Childrens', infants' nightwear. Freddy Baudry (dist.), 53 Blvd Eisenhower, 7500 Tournai. WTD 2/70.

Miscellaneous apparel, accessories

23860—**FRANCE**—Leather, sheep lined clothing. DADOU CUIR (mfr., exporter), Boite Postale 80, 81-Graulhet. WTD 10/70.

23860—**THAILAND**—Leather clothing, P.V.C. Requests catalogs, c.i.f. Bangkok prices. J. L. Sharma & Sons R.O.P. (importer, dist.), 182 Sampheng St., P.O. Box 159, Bangkok 1. WTD in prep.

Fabricated textile products

23920—**THAILAND**—Dusters, cotton, for floor cleaning. Requests catalogs, c.i.f. Bangkok prices. J. L. Sharma & Sons R.O.P. (importer, dist.), 182 Sampheng St., P.O. Box 159, Bangkok 1. WTD in prep.

Sawmills, planing mills

24210—**FRANCE**—Exotic & American lumber. Ets. J. Lalanne (importer, wholesaler), 68 blvd. Saint-Marcel, 75-Paris 5. WTD 5/71.

Public building, related furniture

25312—**HONDURAS**—Chairs for theaters, movies. Exclusive representation. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

Furniture, fixtures

25990 — **HONDURAS** — Hospital beds, furniture in general. Exclusive representation. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

Pulp mills, products

26110 — **NETHERLANDS** — Woodpulp. Exclusive agencies for Benelux countries, West Germany. Tamboer & Co. N.V., Attn: R. E. Voûte (importer, agent), P.O. Box 49, Haarlem. WTD 6/71.

26112 — **GERMANY** — Cellulosic pulp. Gerd Guenter Jung (agent), 46 Haendelstr., 6232 Bad Soden/Ts. WTD 6/71.

Paper mills

26211 — **NETHERLANDS** — Newsprint. Exclusive agencies for Benelux countries, West Germany. Tamboer & Co. N.V., Attn: R. E. Voûte (importer, agent), P.O. Box 49, Haarlem. WTD 6/71.

Paper mills, products

26213 — **GERMANY** — Coated paper for printing industry. Gerd Guenter Jung (agent), 46 Haendelstr., 6232 Bad Soden/Ts. WTD 6/71.

26214—**GERMANY**—Uncoated paper for printing industry. Gerd Guenter Jung (agent), 46 Haendelstr., 6232 Bad Soden/Ts. WTD 6/71.

26215 — **GERMANY** — Bleached bristols paper. Gerd Guenter Jung (agent), 46 Haendelstr., 6232 Bad Soden/Ts. WTD 6/71.

26217 — **GERMANY** — Wrapping paper, unbleached kraft. Gerd Guenter Jung (agent), 46 Haendelstr., 6232 Bad Soden/Ts. WTD 6/71.

26217 — **NETHERLANDS** — Kraftlines. Exclusive agencies for Benelux countries, West Germany. Tamboer & Co. N.V.; Attn: R. E. Voûte (importer, agent), P.O. Box 49, Haarlem. WTD 6/71.

Paperboard mills, products

26311—**GERMANY**—Kraftliner board for packaging material industry. Gerd Guenter Jung (agent), 46 Haendelstr., 6232 Bad Soden/Ts. WTD 6/71.

Converted paper, paperboard products

26410 — **NETHERLANDS** — Industrial tapes, other adhesives, insulating materials. Exclusive agencies for Benelux countries, West Germany. Tamboer & Co. N.V., Attn: R. E. Voûte (importer, agent), P.O. Box 49, Haarlem. WTD 6/71.

26440 — **FRANCE** — Wallpaper. Sphere S.A.R.L (importer, dist., agent), 23, rue de Lorient, 35-Rennes. WTD 6/71.

26470—**SWITZERLAND**—Sanitary paper products, such as sanitary napkins, table napkins, towels, wipers, absorbent pads, bibs, headrests, toilet seat covers, tray covers, etc. Cartonnages Gallay SA; Attn: J. Ch. Lechner, Dir. (dist., mfr.), 27 rue de la Fontenette, 1227 Carouge-Geneva. WTD 6/71.

26492—**SWITZERLAND**—Novelty wrapping products, such as gift wrapping paper, Christmas gift wrapping, fancy papers, wrap materials, all kinds. Catonnages Jean Gallay SA; Attn: J. Ch. Lechner, Dir. (dist., mfr.), 27 rue de la Fontenette, 1227 Carouge-Geneva. WTD 6/71.

26495—**SWITZERLAND** — Novelty converted paper, paperboard products all kinds; incl. office supplies, displays, doilies, tags, folders, paper draperies, shelf paper. Cartonnages Jean Gallay SA; Attn: J. Ch. Lechner, Dir. (dist., mfr.), 27 rue de la Fontenette, 1227 Carouge-Geneva. WTD 6/71.

Building paper, building board mills

26611—**DENMARK**—Wallboards, decorative, insulating, made from wooden, synthetic fibers. Aktieselskabet S.G.J. (importer, dist., agent), 207 A Skovvangsvej, DK-8200 Aarhus N. WTD 6/71.

Industrial chemicals

28120 — **NETHERLANDS** — Industrial chemicals for paint, paper, textile, rubber industries. Exclusive agencies for Benelux countries, West Germany. Tamboer & Co. N.V.; Attn: R. E. Voûte (importer, agent), P.O. Box 49, Haarlem. WTD 6/71.

28130—**THAILAND**—Refrigerant gases. Requests catalogs, c.i.f. Bangkok prices. Manus Import Export Ltd., partnership, (importer, dist., agent), 60/2 Sukhothai Soi 1, Rajvithi Rd., Bangkok. WTD 4/71.

28150—**SWITZERLAND** — Cyclic intermediates of all kinds. Chemicon AG; Attn: Mr. Guglielmetti (dist., agent), P.O. Box 406, 8040 Zürich. WTD in prep.

28180—**SWITZERLAND**—Industrial organic raw chemicals. Chemicon AG; Attn: Mr. Guglielmetti (dist., agent), P.O. Box 406, 8040 Zurich. WTD in prep.

28185 — **THAILAND** — Reagent organic chemicals for laboratories. Requests catalogs, c.i.f. Bangkok prices. Universal Chemicals & Trading Co., Ltd., (importer, dist., agent), 118/2 Yommaraj Sukhum Lane, Suapha Rd., Bangkok. WTD 6/71.

28192—**SWITZERLAND**—Industrial inorganic raw chemicals. Chemicon AG; Attn: Mr. Guglielmetti (dist., agent), P.O. Boz 406, 8040 Zurich. WTD in prep.

28199—**THAILAND**—Reagent inorganic chemicals for laboratories. Requests catalogs, c.i.f. Bangkok prices. Universal Chemicals & Trading Co., Ltd., (importer, dist., agent), 118/2 Yommaraj Sukhum Lane, Suapha Rd., Bangkok. WTD 6/71.

Synthetic materials

28210—**NETHERLANDS**—Plastic materials, synthetics. Exclusive agencies for Benelux countries, West Germany. Tamboer & Co. N.V., Attn: R. E. Voûte (importer, agent), P.O. Box 49, Haarlem. WTD 6/71.

28211 — **PAKISTAN** — Plastic sheeting. Requests catalogs, quotations, C. & F., Karachi. Shala Commercial Corp., (agent), P.O. Box 4230, Karachi-2. WTD in prep.

28213—**FRANCE**—Polyurethane, acrylic resins for use in cements for building industry. Anciens Ets. L. Serbat, J. Saudo & Cie (SARL) (mfr.), 73 rue Henri Barbusse, 59-Saint-Saulve. WTD in prep.

Drugs

28330 — **SWITZERLAND** — Fine raw chemicals, intermediates for manufacture of veterinary, human pharmaceuticals. Chemicon AG; Attn: Mr. Guglielmetti (dist., agent), P.O. Box 406, 8040 Zurich. WTD in prep.

28340—**ARGENTINA** — Pharmaceutical preparations. (agent), Nueva York 3046, Buenos Aires. WTD in prep.

Soap, detergents,cleaning preparations, perfumes, cosmetics

28423 — **GERMANY** — Disinfectants for breweries. U. von Geyr (agent), 8 Fasanenweg, 3551 Wehrshausen. WTD 6/71.

28443 — **THAILAND** — Hairdressing cream for men and women with lanolin, non-greasy, non-alcoholic. Requests catalogs, c.i.f. Bangkok prices. B.K.L. Asia Trading Ltd Partnership (importer, dist.), 19 & 25 Chalermkhet 1 Rd., Bangkok 1. WTD 4/71.

Paints, varnishes, lacquers, enamels

28511 — **FRANCE** — Exterior oil type paints. Establissments François Brunner "France Peintures" (dist., mfr.), 1 rue de Milan, 69-Villeurbanne. WTD 6/71.

28514—**HONDURAS**—Vinyl type paints for walls. Exclusive representation. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

Chemical products

28930 — **ARGENTINA** — Printing inks: lithographic, gravure, flexographic, silk screen, duplicating, etc. Possible license, royalty arrangement. Correspondence requested in Spanish. Iatilo S.C.A. (Sr. Julio Iglesias). (mfr.), Av. Juan B. Justo 9143/51, Buenos Aires. WTD in prep.

28993—GERMANY—Corrosion preventatives for chemical industries. Prices c.i.f. Hamburg or Bremen. Ingenieurbuero Rudolf Weiser KG (agent), Postfach 705, 505 Porz/Rhein. WTD 1/71.

Fabricated rubber products

30693—THAILAND—Foam rubber goods, covered with cloth for making brassieres. Requests catalogs, c.i.f. Bangkok prices. J. L. Sharma & Sons R.O.P. (importer, dist.), 182 Sampheng St., P.O. Box 159, Bangkok 1. WTD in prep.

30695—GUATEMALA—Hard rubber battery boxes. Llanteca, S.A. (mfr., agent), 41 Calle 7-25, Zona 8, Guatemala City. WTD 6/71.

30697—SWITZERLAND — Medical rubber sundries, all kinds, incl. surgical rubbers, gloves, etc. Margot & Jeannet SA; Attn: Claude Rosset, Dir. (importer, dist., retailer), Pré-du-Marché 2-4, 1000 Lausanne. WTD 7/71.

Plastic products

30794—GERMANY—Plastic bottle cases. U. von Geyr (agent), 8 Fasanenweg, 3551 Wehrshausen. WTD 6/71.

30794—SWITZERLAND — Plastic packaging films, packages, boxes, gift wraps, novelties, all kinds. Cartonnages Jean Gallay SA; Attn: J. Ch. Lechner, Dir. (dist., mfr.), 27 rue de la Fontenette, 1227 Carouge-Geneva. WTD 6/71.

30796—GERMANY—Plastic fittings, control valves for chemical industry. Triplan Ingenieur Gesellschaft mbH & Co. K. G. (agent, engineer office), 95 Koenigsteiner Str., 6230 Frankfurt/M-Hoechst. WTD 7/71.

30798—SWITZERLAND—Plastic novelties, gadgets, premiums for automotive, stationery, hardware trades. Cadox; Attn: Claude Girardet (importer, dist., agent), Avenue de Chailly 6-8, 1012 Lausanne. WTD 5/70.

Flat glass

32111—HONDURAS—Flat glass for windows, doors, show windows, buildings in general. Exclusive representation. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

Structural clay products

32530—DENMARK—Ceramic floor, wall tile. Aktieselskabet S.G.J. (importer, dist., agent), 207 A Skovvangsvej, DK-8200 Aarhus N. WTD 6/71.

Pottery, related products

32610—HONDURAS—Vitreous, semivitreous bath, toilet fixtures, etc. Extensive representation. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

Concrete, gypsum, plaster products

32751 — DENMARK — Wallboards, gypsum. Aktieselskabet S.G.J. (importer, dist., agent), 207 A Skovvangsvej, DK-8200 Aarhus N. WTD 6/71.

Abrasive, asbestos, nonmetallic mineral products

32912—PHILIPPINES—Grinding wheels for iron, steel industry. Star Exim, Inc. (importer, dist., agent), 26 Scout Tuason St., Quezon City. WTD in prep.

32925—HONDURAS—Asphalt floor tiles. Exclusive representation. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

32962 — HONDURAS — Acoustic ceiling tiles. Exclusive representation. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

Steel mill products

33124 — HONDURAS — Structural iron, steel. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

33512—HONDURAS—Copper and plumbing pipes, tubes. Exclusive representation. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

33524—HONDURAS—Structural aluminum. Exclusive representation. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

33572—HONDURAS—Electric transmission wire. Exclusive representation. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

33577—VIET-NAM—Magnet wire. World Wide Agency (agent), 49 Ton That Dam (2nd floor) P.O. Box 264, Saigon. WTD in prep.

Cutlery, hand tools, general hardware

34211—THAILAND—Garden hand tools, do-it-yourself equipment, such as scissors, shears, knives, etc. Requests catalogs, c.i.f. Bangkok prices. Central Trading Co., Ltd., Attn: Mr. Suthikiati Chirathivathana, Mgr. (importer, dist.), P.O. Box 471, Bangkok. WTD 11/70.

34231 — THAILAND — Mechanics' hand tools, wrenches, pliers, clamps, locks, etc. Piping hand tools, such as pipe cutters, supports, reamers, threaders, vises, stands. Requests catalogs, brochures, c.i.f. Bangkok prices. Diethelm & Co., Ltd., Attn: Mr. R. Ch. Wuethrich, Mgr., Special Product Div. (importer, dist.), 280 New Rd., P.O. Box 14, Bangkok. WTD 10/70.

34232—THAILAND—Garden hand tools, do-it-yourself equipment, such as axes, planes, edge tools, etc. Requests catalogs, c.i.f. Bangkok prices. Central Trading Co., Ltd., Attn: Mr. Suthikiati Chirathivathana, Mgr. (importer, dist.), P.O. Box 471, Bangkok. WTD 11/70.

34233—THAILAND—Garden hand tools, do-it-yourself equipment, such as shovels, spades, light forged hammers, etc. Requests catalogs, c.i.f. Bangkok prices. Central Trading Co., Ltd., Attn: Mr. Suthikiati Chirathivathana, Mgr. (importer, dist.), P.O. Box 471, Bangkok. WTD 11/70.

34294—GERMANY—Doorknob locks, cylindrical type. Kempf & Co. (importer, dist.), 8 Hahner Weg, 6209 Bleidenstadt/Ts. WTD 6/71.

34294 — HONDURAS — Locks, similar items for hotels, hospitals, etc. Exclusive representation. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

34294 — SWITZERLAND — Advanced safety locks; locks combined with alarm system. AEGIS, Corp. for Protection of Commerce & Industry; Attn: G. L. Berkin (importer, agent, security consultants), 8 rue Bovy-Lysberg, P.O. Box 4, 1211 Geneva 11. WTD in prep.

Fabricated structural metal products

34421—HONDURAS — Aluminum doors, windows, frames. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

34425—HONDURAS—Metal screens, all types. Exclusive representation. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

34913—GERMANY—Metal barrels for beer. U. von Geyr (agent), 8 Fasanenweg, 3551 Wehrshausen. WTD 6/71.

34941—HONDURAS—Pipe fittings, e.g. valves, crosses, tees, gates, check valves, angles, cocks, etc. Nacional Comercial, S. A. de C. V. (importer, dist., agent), Apartado Postal 347, Tegucigalpa, D. C. WTD in prep.

Engines, turbines

35111—ARGENTINA—Gas turbines. Exclusive agency. Fred Schaupp, Tecnomac S.A. (importer, agent), Cerrito 822, 9° piso, Buenos Aires. WTD in prep.

35190—ENGLAND—Marine gearboxes; stern drives; hydrostatic marine transmissions; marine propulsion units; hydraulic or mechanical steering gear for marine applications; "V" drives. The Nicor Co. (Willenhall) Ltd., Attn: R. Mercado, Mgr. Dir. (mfr.), Park Rd., Willenhall, Staffs. WTD in prep.

Farm machinery

35220—FRANCE — Interior farm equipment. Gustin Fils (dist., mfr.), 5 rue Kennedy, 08-Charleville-Mézières. Attn: Mr. Jean Gustin, Pres. & Gen. Mgr. WTD 1/70.

35220 — PHILIPPINES — Agricultural machinery, equipment. Star Exim, Inc. (importer, dist., agent), 26 Scout Tuason St., Quezon City. WTD in prep.

35225—FRANCE—Harvesting, preserving equipment; fodder, corn-feed, cornsilage (plant). Gustin Fils (dist., mfr.), 5 rue Kennedy, 08-Charleville-Mézières. Attn: Mr. Jean Gustin, President & Gen. Mgr. WTD 1/70.

35227—BELGIUM—Lawn mowers, lawn sweepers, lawn edgers. Roussel & Servais S.A. (importer, dist., agent), 18-24 Rue de Grand-Bigard, 1080 Brussels. WTD 6/71.

35228 — FRANCE — Farm machinery equipment; machines for selection, preparation of crops for market: cherry grading equipment, strawberry grading equipment; automatic decorticer for almond shells. Descriptive literature, price lists requested. Correspondence requested in French. Hugonnet Maurice & Cie. (importer, dist., agent), Place Roger Delthil, 82 Moissac. WTD 12/70.

35229—MEXICO — Component accessories, parts for farm tractors. Galvez Y Cia., S.A., Sr. Alfredo Gálvez Garza (dist., agent), Castelar Ote. 608, Col.

Independencia, Monterrey, N.L. WTD in prep.

Construction, mining, materials handling machinery, equipment

35310—ARGENTINA—Construction machinery, equipment. Exclusive agency. Mr. Fred Schaupp, Tecnomac S. A. (importer, agent), Cerrito 822, 9° piso, Buenos Aires. WTD in prep.

35313—MEXICO—Component accessories, parts for heavy construction power equipment (including excavators). Galvez Y Cia., S.A., Sr. Alfredo Galvez Garza (dist., agent), Castelar Ote. 608, Col. Independencia, Monterrey, N.L. WTD in prep.

35319—SWITZERLAND — Road sweeping, cleaning, maintenance machinery. Robert Ehrismann AG (dist., mfr.), Hauserstrasse 53, 5200 Windisch. WTD 7/71.

35320—IRAN—Mining machinery, equipment. Irano Swedish Co. AB (importer, dist., agent), 29 Sevom Esfand Ave., Tehran. WTD 6/71.

35320—PHILIPPINES — Copper mining equipment. Star Exim, Inc. (importer, dist., agent), 26 Scout Tuason St., Quezon City. WTD in prep.

35320—PHILIPPINES—Mining Machinery, equipment. Aquair Corp. (importer, dist., agent), 604 Cardinal Bldg., Herran & Agoncillo Sts., Ermita Manila. WTD in prep.

35351—JAMAICA—Belt, overhead conveyors for light to medium engineering applications. Douglas C. Orane Ltd., Attn: Douglas R. Orane, Mgr. (importer, mfr., agent), 4-6½ Gold St., Kingston. WTD in prep.

35361—GUATEMALA—Hoists. Llanteca, S.A. (mfr., agent), 41 Calle 7-25, Zona 8, Guatemala City. WTD 6/71.

35362—HONG KONG—Mobile cranes, all range. General Equipment Co., Ltd. (importer, dist., agent), 1922 Prince's Bldg., Chater Rd., Hong Kong. Cable: EQUIPCO. WTD 6/70.

Metalworking machinery

35410—ENGLAND—Metal cutting machine tools, accessories. The Nicor Co. (Willenhall) Ltd., Attn: R. Mercado, Mgr. Dir. (mfr.), Park Rd., Willenhall, Staffs. WTD in prep.

35480—ENGLAND—Chain saws. Stoa Trading Ltd., Attn: J. B. Darlington, Dir. (importer, dist., agent), Ewhurst, Cranleigh, Surrey. WTD in prep.

35484—SWITZERLAND—Service station equipment; automotive maintenance and diagnostic equipment. Genuine novelties only. Requests offers from manufacturers only. STREAG Ato Handels AG; Attn: Paul Ruch, Dir. (importer, dist.), Badenerstrasse 610, 8048 Zurich. WTD 3/71.

Special industry machinery

35510—IRAN—Food processing, packing machinery. Irano Swedish Co. AB (importer, dist., agent), 29 Ave. Sevom Esfand, Tehran. WTD 6/71.

35520 — NETHERLANDS — Machinery, equipment for textile industry. Exclusive agencies for Benelux countries, West Germany. Tamboer & Co. N.V., Attn: R. E. Voûte (importer, agent), P.O. Box 49, Haarlem. WTD 6/71.

35521—ISRAEL—Hand-knitting machine (double-knit), automatic for knitting both thin or thick yarn. ARGAMAN (agent), David & Moshe Naimy, Histadrut St. #7, Jerusalem. WTD in prep.

35540—NETHERLANDS—Paper industries machinery, parts, attachments. Exclusive agencies for Benelux countries, West Germany. Tamboer & Co. N.V., Attn: R. E. Voûte (importer, agent), P.O. Box 49, Haarlem. WTD 6/71.

35550—IRAN—Printing machines, equipment. Irano Swedish Co. AB (importer, dist., agent), 29 Ave. Sevom Esfand, Tehran. WTD 6/71.

35594 — NETHERLANDS — Rubberworking machinery, equipment. Exclusive representations for Benelux countries, West Germany. Tamboer & Co., N.V., Attn: R. E. Voûte (importer, agent), P.O. Box 49, Haarlem. WTD 6/71.

35595 — NETHERLANDS — Machinery, equipment for paint industry. Exclusive agencies for Benelux countries, West Germany. Tamboer & Co. N.V., Attn: R. E. Voûte (importer, agent), P.O. Box 49, Haarlem. WTD 6/71.

General industrial machinery

35621 — THAILAND — Bearings, engine. Requests catalogs, c.i.f. Bangkok prices. Bangkok Commercial Agencies Ltd. Partnership (importer, dist.), 106 Chula Soi 16, Samyan, P.O. Box 1735, Bangkok. WTD 2/71.

35690—ENGLAND—Automatic sprinkler equipment for fire protection installations. George S. Hall Ltd., Attn: Ian S. Hall, Dir. (dist.), Town Rd., Hanley, Stoke on Trent, Staffordshire. WTD 11/70.

Office, computing, accounting machines

35730 — SWITZERLAND — System and application packages for all kinds of usual computing machines. Aktiengesellschaft Institut für Automation; Attn: G. E. Burgermeister (dist., agent), Ceresstrasse 27, 8008 Zurich. WTD in prep.

35733 — SWITZERLAND — EDP system software for commercial applications such as production planning; list, warehouse, inventory maintenance. ELDAG; Attn: Dr. V. Ziegler (data service co.), Birsstrasse 58, 4000 Basel. WTD in prep.

Service industry machines

35857—SWITZERLAND—Air conditioning and cooling apparatus for truck drivers cabins, including compressors, evaporating devices, related items. Carrosserie Heimburger; Attn: Mr. Heimburger (mfr.), Nauenstrasse 45, 4002 Basel. WTD 3/70.

General industrial machinery

35892—IRAN—Water softeners, conditioners; sewage purification equipment. Irafsaf Ltd. (importer, agent), 70 Meykadeh Ave., Tehran. WTD 3/71.

35892—VENEZUELA—Sea-water desalting plants. Arturo Conti S.R.L. (dist., agent), Edificio Unión, oficina 64, Calle Real de Sabana Grande, Chacaíto, and Apartado 50610, Caracas. WTD 6/71.

Machinery

35991 — THAILAND — Carburetors for motor vehicles. Requests catalogs, c.i.f. Bangkok prices. Bangkok Commercial Agencies Ltd. Partnership (importer, (dist.), 106 Chula Soi 16, Samyan, P.O. Box 1735, Bangkok. WTD 2/71.

Electrical industrial apparatus

36220—FINLAND—Electronic control instruments, systems for industrial processing, mainly for woodworking, engineering, shipbuilding. Seppo Arjanne Ky, Attn: Seppo Arjanne (agent), Sallatunturintie 2 B 11, Helsinki 95. WTD 6/71.

Household appliances

36311 — SAUDI ARABIA — Electric stoves. Abdulla Al Hamad Al Bassam (dist., agent, retailer), P.O. Box 42, Alkhobar. WTD 12/70.

36321—SAUDI ARABIA—Refrigerators, freezers. Abdulla Al Hamad Al Bassam dist., agent, retailer), P.O. Box 42, Alkhobar. WTD 12/70.

36331 — SAUDI ARABIA — Household washing machines. Abdulla Al Hamad Al Bassam (dist., agent, retailer), P.O. Box 42, Alkhobar. WTD 12/70.

36341 — SAUDI ARABIA — Household electric fans. Abdulla Al Hamad Al Bassam (dist., agent, retailer), P.O. Box 42, Alkhobar. WTD 12/70.

36350—SAUDI ARABIA—Vacuum cleaners. Abdulla Al Hamad Al Bassam (dist., agent, retailer), P.O. Box 42, Alkhobar. WTD 12/70.

36360—ISRAEL—Sewing machine, household, complete set, electric, 220-240 volt, with equipment to do various stitches, button holes, embroidery. ARGAMAN (agent), David & Moshe Naimy, Histadrut St. #7, Jerusalem. WTD in prep.

36360—THAILAND—Sewing machines, industrial, for sewing circular puff clothes. Requests catalogs, c.i.f. Bangkok prices. Technical Trading Ltd. Partnership (importer, agent), 19 Soi Tonsai, Rama IV Rd., Next to Snake Farm, P.O. Box 668, Bangkok. WTD 6/71.

36393 — CANADA — Kitchen units for compressing waste. Possible licensing, joint venture. GSW Appliances Ltd. (mfr.), E. O. Kockeritz, Product Mgr., Gibson & Wright Aves., Weston, Ontario. WTD in prep.

36621 — GREECE — Marine radio telephones (antenna output 40 to 150/250 Watt). Requests c.i.f.-Rhodes price quotations. Michel Foreys (agent), 1 Sacred Squadron St., Symi Island, Dodecanese. WTD 5/71.

Communication equipment

36622—CANADA—Electronic audio, video equipment for education, surveillance, monitoring; closed circuit television equipment; audio tape recorders for broadcast studios. Turnelle Assoc. Ltd. (importer, agent, retailer), 21 Grenfel Crescent, Ottawa, Ontario K2G 0G3. WTD in prep.

Electrical machinery, equipment, supplies

36945—THAILAND—Ignition coils. Requests catalogs, c.i.f. Bangkok prices. Bangkok Commercial Agencies Ltd. Partnership (importer, dist.), 106 Chula Soi 16, Samyan, P.O. Box 1735, Bangkok. WTD 2/71.

Engineering, laboratory, scientific, research instruments

38112—THAILAND—Meteorological instruments such as cielometers, weather radars. Requests catalogs, c.i.f. Bangkok

prices. TNC International Ltd. (importer, agent), 571 Muban Mittrapharb, Block 3, Soi On-Nuj (77), Sukhumvit Rd., P.O. Box 11-83, Bangkok. WTD 5/71.

38113—THAILAND — Surveying instruments such as levels, theodolites. Requests catalogs, c.i.f. Bangkok prices. TNC International Ltd. (importer, agent), 571 Muban Mittrapharb, Block 3, Soi On-Nuj (77), Sukhumvit Rd., P.O. Box 11-83, Bangkok. WTD 5/71.

Instruments for measuring, controlling, indicating physical characteristics

38213—GERMANY — Industrial process instruments, electronic types. System Technik GmbH. (importer, agent), 83 Untermainkai, 6000 Frankfurt/Main. WTD 3/71.

38216 — THAILAND — Current meters, water levels complete with indicators, recorders. Requests catalogs, c.i.f. Bangkok prices. TNC International Ltd. (importer, agent), 571 Muban Mittrapharb, Block 3, Soi On-Nuj (77), Sukhumvit Rd., P.O. Box 11-83, Bangkok. WTD 5/71.

Optical instruments, lenses

38311 — THAILAND — PH meters. Requests catalogs, c.i.f. Bangkok prices. TNC International Ltd. (importer, agent), 571 Muban Mittrapharb, Block 3, Soi On-Nuj (77), Sukhumvit Rd., P.O. Box 11-83, Bangkok. WTD 5/71.

Toys, amusement, sporting goods

39410—SWITZERLAND—Gadgets, novelties, hobby items, small consumer goods for mail-order business. Ruf & Schaerer, Attn: Monika Mail (importer, dist.), Zurichstrasse 31, 8700 Kuesnacht. WTD 6/71.

Manufacturing industries

39960—FRANCE—Hard surface floor coverings. Sphere S.A.R.L (importer, dist., agent), 23, rue de Lorient, 35-Rennes. WTD 6/71.

39961 — THAILAND — Floorcovering, linoleum. Requests catalogs, c.i.f. Bangkok prices. J. L. Sharma & Sons R.O.P. (importer, dist.), 182 Sampheng St., P.O. Box 159, Bangkok 1. WTD in prep.

39999 — SWITZERLAND — Novelties, gadgets, fast-moving consumer goods for mail-order business Ruf & Schaerer; Attn: Monika Mail (importer, dist.), Zurichstrasse 31, 8700 Küsnacht. WTD 6/71.

Wholesalers

50930—ARGENTINA—Steel scrap in quantities of 1,000 to 3,000 tons per mo. Rodríguez & Polverini (agent), Av. Rivadavia 5126, Piso 22, Of. 4, Buenos Aires. WTD in prep.

50993—THAILAND—Iron scrap, railway rail scrap for making mild steel round bars, over 10,000 tons per yr. Requests c.i.f. Bangkok prices. Buan Hoa Seng & Co., Ltd. (importer, dist.), 1330 Yotha Rd., Bangkok. WTD in prep.

Motion picture production, distribution

78130 — FINLAND — Audiovisual programs, films, etc. for training in business management, marketing, merchandising. Seppo Arjanne Ky, Attn: Seppo Arjanne (agent), Sallatunturintie 2 B 11, Helsinki 95. WTD 6/71.

Venezuela Ministry Offers More Caracas Subway Data

Venezuela's Ministry of Public Works has published in Gaceta Oficial No. 29. 514 dated May 21, 1971, "Norms for Bidding and Contracting for Works of the Carcacas Subway". While these regulations pertain primarily to the administrative details of study commissions, bid committees, possible extensions for bidding deadlines, guarantees and similar matters of concern mostly to the Government of Venezuela, they do reveal some details concerning plans to execute this large project.

The project will be split into a number of smaller subcontracts rather than being executed in a single large package or turnkey project. The regulations provide that the Ministry can contract with companies registered with the Ministry for any parts of the work with a value of less than 1 million bolivars (5.4 bolivars = U.S. $1.) and that no bids are required. Projects with a value from 1 million to 5 million bolivars may be executed after private bidding among five companies registered with the Ministry.

All other sections of the project will be subjected to national bidding or to both national and international bidding, in accordance with the decision of the Ministry. Consortiums will be permitted. The documentation to be presented during the pre-selection phase by foreign companies and by consortiums is listed in a report available from the Construction and Engineering Div. BDC-742, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3602) and the U.S. Department of Commerce Business Services Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5864).

Sufficient time is to be provided to enable foreign companies to prepare their documentation. The committee which will decide on the companies to be invited to bid (pre-selection) will be composed of three members from the Ministry of Public Works, one representative of the College of Engineers of Venezuela and one from the Venezuelan Chamber of Construction Industries. The same committee will also make a recommendation as to which company or consortium is to be granted the respective contract, but the final decision will then be made by the Minister of Public Works, subject to approval by the National Comptroller.

However, congressional approval is required both for the project and for the foreign financing which will be necessary; this approval has not yet been requested.

The U.S. Embassy in Caracas will report by cable to the Department of Commerce in Washington each opening of international bidding and each bidding opened for national-foreign consortium.

Swedish Firm Wants Agency Or Licensing Arrangement

A Swedish firm is seeking agency or licensing arrangements in the waste handling field. Compactors, containers, incinerators, crushing machinery for glass and plastics products, garbage collection units and machinery for grinding used automobile tires producing a road surfacing material are of particular interest. Beginning September 5, representatives of the firm will be in New York, Detroit, Chicago, St. Louis, Memphis, Seattle, San Francisco, Los Angeles. The company would appreciate receiving descriptive literature in advance of the trip. Interested U.S. firms should write PERSONER Aktiebolag, Attn: Lennart Redin, Div. Mngr., S-271 00 Ystad. WTD 2/69.

Austrian Representative Needs Electronic Products

An Austrian representative has need for: loudspeakers, diameter 30mm, depth 15mm, impendance 25 ohm, frequency range up to 2,000 hz, required quantities 50,000 to 80,000 units per month for period of three years, acceptable price $.40 per unit f.o.b. U.S. port; recording heads for magnetic tape recorders, 4 channels, required quantity 50,000, follow-up orders possible; electrolytic capacitors, 10 volt, 33 mikrofarad, maximum length 12mm, diameter 10mm, required quantity 1.2 million units. Samples are urgently needed. Interested U.S. firms should contact Guiseppe Abruzzese, Ullmanstrasse 44A/16, A-1150 Vienna. WTD in prep.

Future Construction Abroad

ARGENTINA—Argentina's largest shipyard, AFNE (Astilleros y Fabricas Navales del Estado), is planning a three-year, $1,250,000 expansion of its **foundry**. Contact central office of firm at Corrientes 672, Buenos Aires.

BOTSWANA—The Ministry of Finance & Development Planning, Gaborone, has published a background paper on a feasibility study for the establishment of a second **abbatoir** in Botswana. A copy may be had from U.S. Department of Commerce, Business Opportunities Staff, BDC-584, Washington, D.C. 20230.

BRAZIL—The Government of Brazil's Iron & Steel Expansion Plan lists $180 million in equipment which the three major Brazilian **steel industries** will purchase with funds originating from bilateral financing agreements which the Brazilian Government negotiated with export credit agencies of countries which product steel mill equipment. A copy of this plan may be obtained from U.S. Department of Commerce, Business Opportunities Staff, BDC-584, Washington, D.C. 20230.

CANADA—A 98-suite, 14-story $1.3 million **apartment building** planned for North Vancouver is to include a swimming pool, saunas, game and exercise room, paddle tennis court and will provide parking for 118 cars. Suppliers may direct inquiries to: Roland Scharf, Project Manager, A. V. Carlson Construction, Ste. 402, 1033 Davie St., Vancouver, British Columbia.

CANADA—Construction on a $4 million, 14-story **personal care home** in Vancouver is expected to be completed in the summer of 1972. A $600,000, 21,000 sq. ft., three-story office building is expected to

be completed this December. Supplier should direct inquires to: George Rich, General Manager, C. J. Oliver Ltd., General Contractors, Ste. 101, 626 West Pender St., Vancouver, British Columbia.

CANADA — A ten-year program for **major federal government building construction and renovation** in the Ottawa-area, announced by the Minister of Public Works, Arthur Laing, and parts of which are underway already, will cost more than $250 million. It will involve three square blocks directly across from the Parliament Buildings. A $20 million building will house the Departments of Manpower and Immigration and of Indian Affairs and Northern Development. Two larger buildings are already in progress: Department of National Defense, $29 million, and External Affairs, $27 million. Eleven other buildings costing $10 million or more are planned. Tenders will be advertised publicly and will be reported as they are released by V. A. Thivierge, Supervisor Tendering and Contract Award, Capital Region, Department of Public Works, Bonaventure Bldg., 301 Elgin St., Ottawa, Ontario K1A OM3, (phone 613-992-6270). Firms should request pre-qualification from R. F. West, Director of Design and Construction Services at the above address (phone 613-922-3516).

CANADA—The Federal Ministry of Transport has announced approval of a new **terminal at Calgary International Airport**. Start of construction is forecast for late 1972 and completion in 1975. Interested U.S. businessmen should contact Federal Ministry of Transport, Ottawa, Ontario.

CANADA—Construction details on a $10 million **airport hotel** near Vancouver, the Airport Hyatt House, were recently announced by Sam Hashman, President of Great West International Equities Ltd., part owner of the project. U.S. suppliers should direct inquiries to Mr. Gordon Thorpe, Branch Manager, Hashman Construction Ltd., 1075 Melville St., Vancouver, B.C.

CANADA—The Montreal Urban Community (MUC) has announced plans for the construction of **two sewage treatment plants** with a total daily capacity of 350 million gallons of sewage. The estimated cost of this long range project is C$300 million. Bids from U.S. firms will be accepted, but some contracts may call for the use of Canadian-made equipment. Project director welcomes contacts with American suppliers of advanced sewage treatment equipment or processes. He is Jean Marcotte, Director, Water Purification Office, Montreal Urban Community, 385 Sherbrooke St. East, Montreal, Quebec (telephone 514-872-6845).

CANADA—Prospects for the sale of **hospital equipment** in the Ottawa area over the next few years are exceptionally good. The Province of Ontario has announced a plan for spending about $160 million in the next ten years on improved health care facilities, including four major new projects and several expansions of existing hospital facilities. Foreign Service Report listing these projects can be obtained from U.S. Department of Commerce, Business Opportunities Staff, BDC-584, Washington, D.C. 20230.

CENTRAL AFRICAN REPUBLIC—Two firms are presently engaged in engineering and maintenance studies for the entire 3700-kilometer Central African Republic (CAR) **primary highway network:** a Canadian Company, Lamarre and Valois; and an American firm, Louis Berger. For opportunities for U.S. businesses to participate as consultants and suppliers of material, contact Augustin Dallot-Befio, Secretaire d'Etat aux Travaux Publics, B.P. 737, Bangui, Republique Centrafricaine.

DENMARK — The Civil Aviation and Traffic Coordination Division, Ministry of Public Works, expects funding and the beginning of **construction on the Saltholm Airport** by spring of 1972, with the airport to be fully operational by 1983.

FINLAND—The Managing Director of the Federation of Finnish Chemical Industries, in an article in the April issue of the Finnish Journal of Chemical Industry, lists **13 new chemical production facilities** which began operations in 1970 and 19 new projects or expansions of existing plants for which plans were announced during the past year. An English translation can be obtained from U.S. Department of Commerce, Business Opportunities Staff, BDC-584, Washington, D.C. 20230.

FRANCE—Esso's first Motor Hotel in France will be in the community of Gradignan, near Birdeaux. Plans are for a **four-star motel**; seven floors and 150 rooms, a conference room accommodating 400, a restaurant, and an Esso service center. Construction is to commence this summer looking toward opening in 1972. Plans are underway for similar installations in metropolitan Lille, Lyons and Paris. Interested American firms may contact: ESSO Standard, S.A.F., 6 Avenue Gambetta, 92—Courbevoie, France; Telephone 788-5000; Telex: 62031. Director of Public Information: Monsieur Fournier; Director, Motor Hotel Service for France: Monsieur Barbareaud.

FRANCE—A major commercial project in central Paris, known as "La Tour Maine-Montparnasse" near the new Gare Montparnasse, is a joint effort of: COGETOM (French), General Contractors, Jean-Claude Arond, President and Director General, and Collins-Tuttle and Co. Inc. (American), 261 Madison Ave., New York, N.Y. 10026, Dan Baskett, Regional Representative, whose Paris address is: 16 avenue Franklin D. Roosevelt, Paris 8, France. It is understood that the American architectural, engineering and design firm of A. Epstein and Sons, Inc., of Chicago is also cooperating in this project through their Paris Office which is located at: 114 avenue des Champs-Elysees, Paris 8, Mr. Edward Paul, Regional Vice President.

FRANCE—An International Center for the French Shoe Industry, due to open in the spring of 1973, will be a 9-story building grouping some 70 French shoe manufacturers in **a commercial and export-office center**. In addition to concentrating manufacturers, representing a production of some 150 million pairs of shoes annually, exhibition halls, conference rooms, offices of the French Shoe Industry Federation, and a commercial center are also planned for the building. For construction particulars, contact: Architects: Pierre Sicart, Mr. Ilic (Assistant), 54, rue Etienne Marcel, 75—Paris 2; Mr. Robidat, 20, rue Tourlaque, Paris 18e; Mr. Molins, 5, av. Fontenelle, 92—Sceaux. Promoters: Federation Nationale Industrielle de la Chaussure (FNICF), 2, rue Edouard VII, 75—Paris 9e, Mr. Calaque (Assistant of Mr. Bidegai Delegue General).

FRANCE—A "hypermarket" in the Narbonne area, on the road to Perpignan (in Southern France). 66, Pyrenees Orientales, is planned, with construction due to start in late 1971 and an opening date scheduled for 1972. It will introduce some new American-style shopping center techniques, including a parking area for 1500 vehicles, service stations, automatic car-wash stations, and a 300-seat self-service cafeteria. Interested American firms may contact: Architect: Mr. Gambin, 18, quai Vallieres, 11—Narbonne.

FRANCE—Construction of a 230-meter high rise structure in the Italy district of Paris is expected to get under way by the end of 1971 looking toward a completion date in the Spring of 1974. This **59-story building** will have 100,000 square meters of office space, it will be air conditioned and will contain associated commercial facilities such as restaurants, bars and shops. Interested American firms may contact Jean Guyot, President and General Manager, SGII, 14, avenue Franklin D. Roosevelt, Paris 8e.

FRANCE—Recent French press reports have provided some details on a 22-story **4-star hotel** for the southern part of the city, at Boulevard St. Jacques, Paris 14. The opening date is said to be scheduled for March 1972. Architect: Mr. Giudicelli, 14 Quai des Celestins, Paris 4. Of particular interest to U.S. business is the fact the hotel will have an entirely computerized administration system.

GERMANY—Hamburg's **plans for the future** include port development, an airport at Kaltenkirchen, the Congress Center, four large luxury hotels, and expansion of the city's public transportation network. A Foreign Service Report on these projects can be obtained from U.S. Department of Commerce, Business Opportunities Staff, BDC-584, Washington, D.C. 20230.

HONDURAS—Banco Atlantida, in which Chase Manhattan Bank of New York is the principal shareholder, will construct a new **eleven-story bank building** in the center of San Pedro Sula. While it is expected that Banco Atlantida will rely heavily on the Chase Manhattan Bank for purchasing, it will provide specifications for any firms which choose to quote directly for supply of materials. Interested U.S. companies should write Felix Lloveras h., care of Banco Atlantida, Tegucigalpa.

HONG KONG—The Hong Kong Government has announced its plans for the construction of a large $31,165,000 **desalting plant** utilizing a multistage flash distillation process. An experimental desalting plant was installed earlier this year at a site on the coast 17 miles from Kowloon. It has been concluded that the location is suitable for the construction of the larger permanent plant. Binnie & Partners, 1717 Star House, Kowloon, Hong Kong, are developing a list of firms that will be invited to tender on the project.

ICELAND—Preparatory stage for design and construction of a **new civil air terminal** at Keflavik has begun. A contract for a feasibility study in the form of an air traffic forecast has been awarded to a French firm, to be completed in nine months with an additional allowed for the architectural design stage. Construction contract for the terminal thus would be coming up sometime early in 1973. The French firm is Aeroport de Paris, 291 Boulevarde Raspail, 75 Paris XIVe. For further information on the terminal proj-

ect write Pall Asgeir Tryggvason, Chairman, Defense Council, Ministry for Foreign Affairs, Laugavegur 13, Reykjavik or Petur Gudmundsson, Manager, Keflavik Airport, Keflavik.

IRAN—The 1971-73 $93 million **expansion program** of the Tehran Regional Electric Co. (TREC) will consist of the extension of the distribution system in Tehran and the construction of a 230 KV transmission ring around the city to supply the distribution system. A Foreign Service Report on this project can be obtained from U.S. Department of Commerce, Business Opportunities Staff, BDC-584, Washington, D.C. 20230.

JAMAICA—Acco (Ja.) Ltd., 37 Victoria Ave., Kingston 16, plans to break ground this summer for its **new factory in the Industrial Estate of Twickenham Park**, about ten miles west of Kingston near Spanish Town. Although the architects and contractors have not yet been chosen, the building is expected to be operational by June 1972. The firm manufactures many varieties of bookbinders for school and industrial use. The latest line is for storing computer printouts and should be well received by the local banks and larger companies that are beginning to computerize. Additional machinery (folding, cutting, clamping) will be needed for the new plant, but the plans are too embryonic at this stage to predict the amount required.

JAMAICA—C. P. & W. Woodwork Industry Ltd., Kingston, is building a 12,000 sq. ft., **steel reinforced factory** with the assistance of the Jamaica Industrial Development Corp. (JIDC). The factory requires a new mortiser, profile shaper, duct collection system, and spray paint booth. Interested U.S. suppliers should contact: Cecil Abrahams, Director, Productivity Division, Jamaica Industrial Development Corp., 4 Winchester Rd., Kingston 10. Engineers and contractors will be: Mr. R. McGregor, McGregor and Levy, Ltd., 2b Oxford Rd., Kingston 5.

JAMAICA — Two Canadian consulting firms have been awarded a $435,000 contract by the Jamaican Ministry of Communications and Works to develop a **National Airport Plan** for the next 20 years. Montreal Engineering Co. Ltd. and Kates, Peat, Marwick and Co. were selected. The Jamaican firms of Shearer and Morrison, 175 Mountain View Avenue, Kingston 6, and Ffolkes, Harrison & Associates, 1A Oxford Rd., Kingston 5, will be associated with the study. Interested U.S. firms may also contact C. Woodstock, Acting Permanent Secretary, or Ray McIntyre, Senior Architect of the Airports Unit, 140 Maxfield Ave., Kingston 10.

MEXICO—Renovation of **facilities in the Port of Veracruz** is now underway as the first step in expanding and improving cargo handling. When this phase is completed, construction will probably begin on a grain elevator, container handling facilities, and extension of several docking piers. Interested American firms may write Ing. Roberto Bustamante Ahumada, Director General de Obras Maritimas de la Secretaria de Marina, Azueta #9, Mexico, D.F. or Ing. Jaime Luna Trall, Vocal Coordinator de la Comision Nacional de Puertos, Ave. Juarez #92, 7o. piso, Mexico, D.F.

PHILIPPINES—The immediate construction of a **100 mw. hydroelectric plant** utilizing available head and water releases for irrigation from the Pantabangan Dam (now under construction) is being considered by the National Irrigation Administration (NIA), the Philippine Government's irrigation implementing agency. It is estimated to cost $15.5 million, broken down into $10 million for foreign exchange requirements and $5.5 million for the local currency cost. Being an adjunct of the Pantabangan project, the hydroelectric plant will entail the installation of penstocks to the proposed river outlet works, generators and turbines, powerhouse, switchyard and transmission lines. The power station will be of the surface type, with two units of 50 mw. turbines and generators, and can add approximately 70 mw. of dependable capacity and 50 mw. of dependable average power to the NPC system. It will be connected to the Luzon Grid system of the National Power Corporation (NPC) and is calculated to boost power generation during the dry season (January to June) when the NPC reservoirs are at their lowest levels. During this period, high irrigation demands necessitate maximum water releases which correspondingly increase power output. Construction has been planned to start in 1972 and is expected to be completed in 1975.

The National Irrigation Administration has been designated to implement the Upper Pampanga River Project Act (Republic Act 5499) which authorizes the construction of the Pantabangan Dam and related structures and facilities. Interested American firms may contact Mr. Cesar E. Gonales, Project Manager, Upper Pampanga River Project, National Irrigation Administration, APC Building, Elliptical Rd., Diliman, Quezon City, Philippines.

PHILIPPINES—The Mindanao Development Authority (MDA), a government agency for the economic development of Mindanao, Sulu and Palawan, is making a feasibility study on establishing, either in Mindanao or Palawan, **a canning plant** for local species of sardine, herring, round scad and/or mackerel. U.S. firms capable of supplying turn-key services may contact Cesar L. Santos, Officer-in-Charge, Mindanao Development Authority, 3rd Floor, Aldevinco Building, Claro M. Recto Ave., Davao City.

POLAND—The Foreign Trade Enterprise Polimex-Cekop has confirmed that specifications are being prepared on purchase of **three complete slaughter and meat processing plants** with the capacity for processing 60,000 tons of meat annually (37,000 pork, 20,000 beef, and 3,000 others). It is estimated that the plants will cost in the neighborhood of $35 million. For complete information write Polimex-Cekop Co. Ltd., Dzial R/37, Warszawa, Czackiego 7/9.

SINGAPORE—The Director, Dept. of Civil Aviation, issued a tender for the supply, installation and commissioning **navigational aids**. Bid deadline Aug. 25. Bid should offer VOR and DME equipment, and civil works for Singapore airport. Copies of tender announcement and specifications are available ONLY from the Director, Department of Civil Aviation, Singapore Airport Paya Lebar, Singapore 19 on payment of a tender deposit of S $2,000 (approx. U.S. $666.6).

ZAMBIA—The Director of Telecommunications, General Post Office, issued Tender No. G.P.O. 115 for the **supply and installation of telephone exchanges**. Bid deadline Aug. 27. Bid should offer telephone exchanges, including ancillary equipment such as test desks, distribution frames, rectifiers, batteries etc., with cross point switching such as reed relay, crossbar or solid state devices and compatible with Pentaconta national trunk switching. Copies of tender announcement and specifications are available from the Director of Telecommunications, P.O. Box 1660 Ndola on payment of approx. U.S. $28.50, refundable on presentation of a bona fide tender.

Other Foreign Official Tenders

ARGENTINA—The Secretariat of Public Works and Transport is inviting bids for the civil engineering work for the extension of lines "B" and "D" of the Buenos Aires subway system. The budget estimate for this project is $40 million. Deadline for admission of bids is Aug. 18. Copies of condition and technical specifications are available for 1,500 pesos for the "B" line and 2,000 pesos for the "D" line (US$1 = 420 Argentina pesos) from Secretaria de Estado de Obras Publicas y Transporte, Avda. 9 de Julio 1925, Piso 1°, Buenos Aires, Argentina. American and other foreign firms in the subway construction field may participate in this call for bids only if associated with Argentine construction companies, under the provisions of the Contract Argentine and Buy Argentine laws.

AUSTRALIA—The Deputy Assistant Director-General (Supply), has issued Tender No. C6613 for the Supply of Coaxial Transmission Line Equipment. Bid deadline Sept. 2. Bids should offer 12MHz Line Equipment, 60MHz Line Equipment, 4MHz Line Equipment, and order and Supervisory Equipment. Copies of tender announcement specifications are available from the Deputy Assistant Director-General (Supply), 3rd Floor, 199 William St., Melbourne, Victoria, 3000 or on a short-term loan basis to firms located in the U.S. from the Communications Div., BDC-720, Room 4320, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4823).

BRAZIL—The Furnas Centrais Electricas S. A., has requested expressions of interest from U.S. firms on VHF Equipment. Manufacturers interested in bidding may apply in writing only to Furnas for specifications, which will be available by Aug. 15. The scope of the equipment comprises Base Stations, Mobile Stations, High Gain Antennae Coaxial Cables and Remote Controls. Copies of the specifications are available only from the Furnas-Centrais Electricas S. A., Directoria De Contratos E Suprimentos, Departamento de Contratos Rua Real Grandeza, 219-10°, Andar, Rio De Janeiro.

BRAZIL—The Brazilian Government has made an international call for bids for the construction of approximately 580 kilometers of highways in the State of Rio Grande do Sul. Bid deadline is Aug. 8. Interested bidders must visit the work

site prior to submitting their bids. An association with Brazilian engineering-construction firms is encouraged. In case of association, the Brazilian firms should have prime responsibility. Additional information is available from the Departmento Nacional de Estradas de Rodagem, Grupo Executivo de Concorrencias, Av. Presidente Vargas, 534 4th Floor, Rio de Janeiro. Correspondence is preferred in Portuguese. Details of the tender and qualifying documents are contained in two sets of volumes, available on the basis of one set for short term loan and the other for office review, from the Construction & Engineering Div., BDC-742, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-3602).

IRELAND—The Engineer-in-Chief, Contracts Section, Posts and Telegraph, has issued Tender No. C 513 for the Supply and Installation of an International Telex Exchange. Bid deadline is Sept. 8. Copies of tender announcement and specifications are available from the Engineer-in-Chief, Contracts Section, Department of Posts and Telegraphs, Hawkins House, Dublin 2, or on a short-term loan basis to firms located in the U.S. from the Communications Div., BDC-720, Room 4320, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4823).

IRELAND—The Engineer-in-Chief, Contracts Section, Department of Posts and Telegraphs, has issued Tender No. c/513 for the Supply Installation and Testing of 120 + 120 Channel Coaxial Cable Line Links. Bid deadline Sept. 2. Copies of tender announcement and specifications are available from the Engineer-in-Chief, Contracts Section, Department of Posts and Telegraphs, Hawkin's House, Dublin 2, or on a short-term loan basis to firms located in the U.S. from the Communications Div., BDC-720, Room 4320, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4823).

LIBYA—The Ministry of Housing and Public Utilities, has issued Tender No. 1350 for the Construction of a Post Office Complex and an Automatic Exchange System in Tripoli. Bid deadline Sept. 6. Copies of tender announcement and specifications are available from the Ministry of Housing and Public Utilities, Tripoli Libya, against payment of U.S. $140.

LIBYA—The Ministry of Housing and Public Utilities, has issued Tender No. 1351 for the Construction of a Telephone Center in Benghazi. Bid deadline is Sept. 6. Copies of tender announcement and specifications are available from the Ministry of Housing and Public Utilities, Tripoli, Libya against payment of U.S. $140.

PERU—The Empresas Electricas Asociadas, has issued Tender No. 119423 for the Supply and Installation of Telecommunications Equipment. Bid deadline has not been established. Bid should offer Radio Link Equipment, Power Line Carrier Communication Equipment, and Telephone Plant Equipment for a Control and Communication Center. Copies of tender announcement and specifications are available from the Empresas Electricas Asociadas, Servicio De Compras, Oficina 306, Conde De Superunda (Veracruz) 261, Lima, upon payment of 500 Soles. One copy is available on a short-term loan basis to firms located in the U.S. from the Communications Div., BDC-720, Room 4320, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4823).

SAUDI ARABIA—The Ministry of Communications has announced its intent to establish a **high capacity microwave system**, to connect Jidda, Mecca, and Taif with a high capacity (1800 channel) microwave trunkline, and Taif, Riyadh, and Dammam with a high capacity, four-tube coaxial cable capable of handling 1500 channels. Project would provide telephone, telegraph, and television between these cities and will be on a turn-key basis, and includes construction, operation and maintenance for one to two years. Prequalification deadline is Aug. 30. U.S. companies interested in participating must submit detailed information on qualifications, exerience and previous work done of a similar nature to Minister of Communications Government of Saudi Arabia, Riyadh. Ministry prefers to deal with one firm for entire project, but will accept consortium if one company accepts over all responsibility.

SOUTH AFRICA—The South African Iron and Steel Industrial Corporation, Ltd. (ISCOR), a Government-owned corporation, invites tenders for a **complete water supply system** (Enquiry N-29), and for a **water treatment and recirculation** plant (Enquiry N-26). Enquiry documents on both tenders are available from ISCOR Headquarters, Wagonwheel Circle, Pretoria, Republic of South Africa, on payment of 100 rand ($140) each, which is refundable only on receipt of a bona fide tender for the complete system or treatment plant. Prospective bidders are advised to examine the enquiry documents at ISCOR Headquarters before applying for the documents in order to acquaint themselves with the scope of the tenders. It is the policy of ISCOR to et from South African sources all such items of plant and equipment that can be advantageously supplied locally. A bidder is not required to have a South African associate, but bids usually are not competitive unless they provide for substantial local content, and this factor would necessitate the bidder's having a branch office or agent in South Africa. Bid deadline on the complete water system is Sept. 27; on the treatment plant, Aug. 30.

VENEZUELA—The U.S. Embassy in Caracas has issued an invitation for U.S. suppliers of earth moving equipment, air navigational equipment, terminal equipment, conveyor, escalators, elevators, and numerous other items needed in an airport, to contact the authorities concerned with the construction of the Maiquetia International Airport (original notice appeared in the Oct. 26, 1970 issue of *Commerce Business Daily* and the Nov. 2, 1970 issue of *Commerce Today*) since there is a strong interest in importing these items for this project. Companies, or their representatives in Venezuela, should contact Dr. Jorge Vicentini, Jefe, Oficina Ministerial Aeropuerto de Maiquetia, Ministerio de Obras Publicas, Zona Rental, Plaza Venezuela, Caracas. A U.S. consulting company made the basic design for the new airport and has been contracted to supervise construction. Copies of original announcements are available from the Construction and Engineering Div., BDC-742, Department of Commerce, Washington, D.C. 20230 (telephone: 202-967-3602).

Visiting Buyers And Officials

FRANCE — Claude Dumoulin, ETIGETAL, 7 Traverse du Portugal, 13-Marseille interested in **export/import of food labels used in window displays.** Aug 3 via New York for 3 weeks. c/o Commercial Counselor, French Consulate General, 1301 Ave. of the Americas, New York, N.Y. 10019. Itinerary: New York, Miami, Detroit.

FRANCE—Alain Bacque, Societe du Filtre Gasquet, 110 rue Notre Dame 33 Bordeaux and 88 bis rue de Reuilly, Paris 12, interested in **plant systems and techniques of processing all liquid food products except milk.** July 26 via New York for approx. 40 days. c/o Scott Laboratories Inc., 860 S. Nineteenth St., Richmond, Calif. 94804. Itinerary: New York, Niagara Falls, Buffalo, Detroit, Chicago, San Francisco, Los Angeles, Phoenix, Houston, Miami, Washington, Philadelphia, New York. WTD in prep.

KUWAIT—Emile Yousef Beam, Attaer Trading & Shipchandling Co., Commercial Area No. 9, or P.O. Box 21211, Kuwait, interested in establishing agency agreements with **shipchandling and freight forwarding firms.** Aug. 1 via New York for 1 week. c/o Dept. of Commerce New York Field Office. Itinerary: New York. WTD in prep.

SAUDI ARABIA—Mohamed Omar Jamjoom, Owner, Jeddah Pharmaceutical Store, Jidda, interested in agencies for U.S. **medicines, perfumes, canned foods,** other food items. Now in the United States until end of August. c/o 2643 Barracks Road, Apt. E, Charlottesville, Va. 22901. Itinerary: as required. WTD 5/68 under revision.

BRAZIL — Salvador Pardo, Atomed Equipment Nuclear Ltda., Av. Rio. Branco 257 a/201-2, 20000 Rio de Janeiro, GB (ZC-39) Brazil, interested in **nuclear instruments for teaching, medicine and research in nuclear field.** Aug. 2 via Los Angeles for one month. C/O Mrs. Sara Hart, 237 E. Pacific Ave., Fairfield, Calif. 94533. Itinerary: Los Angeles, San Francisco, Chicago and New York.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1.00 per list for each country.

American Firms, Subsidiaries and Affiliates—Argentina, May 1971; Denmark, May 1971; Ecuador, May 1971; Indonesia, May 1971; Peru, May 1971; Switzerland, May 1971; Thailand, May 1971; Uruguay, May 1971.

Business Firms—Iran, February 1971
Business Firms—Indonesia, January 1971
Business Firms—Nigeria, May 1971
State Trading Organizations — People's Republic of China, May 1971

International Business Reports

Economic Growth Trends. **Published by AID. Washington, D.C. 1971. $3 each.**

The latest editions of AID's Economic Growth Trends booklets for Africa, East Asia, Latin America, and Near East and South Asia provide basic economic, demographic and social data and economic trend statistics, by region and individual country. These booklets are prepared primarily to serve the internal program and operational needs of AID, but are also made available to the general public.

Write: Information Staff, Agency for International Development, Washington, D.C. 20523.

A Statement of the Laws of Mexico in Matters Affecting Business. **Published by the Organization of American States. 300 pp. $5.**

The fourth edition of this publication presents a summary of the relevant constitutional, statutory and regulatory provisions that were in force in Mexico as of October 1970. Among the 40 chapters are: Rights and Duties of Foreigners; Investment of Foreign Capital; Economic Controls; Petroleum Legislation; Labor and Social Legislation; Taxation; and Copyright and Industrial Property.

Write: OAS, 19th St. and Constitution Ave. NW., Washington, D.C. 20006.

Marketing Guide for Technical, Management and Other Consultants. **Compiled by Dr. Juvenal L. Angel. 600 pp. $25.**

The opening chapter covers the background and training needed for success, quality control and testing raw materials, and by-product and waste utilization, as well as other aspects of the consultant's services. Chapter two reviews the different types of consultants working in overseas projects, and discusses construction, technological aspects and licensing. The remaining five chapters are devoted to specific information pertaining to various countries within the Western Hemisphere; Near East and South Asia; East Asia and Australia; Africa; and West Europe.

Write: Simon & Schuster, Inc., 1 W. 39th St., New York, N.Y. 10018.

European Marketing Guide. South America Marketing Guide. Guide to Business Customs In Latin America. **Published by Pan Am. Free.**

Pan Am's European Marketing Guide is designed, among other objectives, to anticipate questions of U.S. businessmen trading with Eastern Europeans. It points out trade opportunities in each country, together with facts on warehousing, transportation and business regulations.

The South America Marketing Guide discusses the trade potential of 13 Latin American nations. Facts provided for each country cover most important imports and exports, warehousing facilities, communications, advertising media, advisory agencies and trade associations.

Business Customs in Latin America deals with the personal side of doing business in a foreign atmosphere. Included are hints on everything from diplomatic small talk to appointment scheduling and afterhours entertaining.

Write: Pan American, P.O. Box 2212, Boston, Mass. 02107.

Das Deutsche Firmen-Alphabet. **11th Edition. Published by Deutscher Adressbuch-Verlag, Darmstadt. 2,800 pp. $11.**

The eleventh edition of this directory lists, by alphabetical order, the 500,000 German firms entered in the *Commercial Register* as well as approximately 5,000 German business organizations and trade associations.

Included are firms which operate in the industrial, commercial, and transportation sectors of the Federal Republic of Germany and West Berlin. The name of each firm, its address, telephone number, and location of its main office are given. Additionally, addresses for all branches of about 17,000 firms are listed under the heading of the main office.

Write: Deutscher Adressbuch-Verlag fuer Wirtschaft und Verkehr G.m.b.H, DAV-Verlagshaus, Postfach 320, 61 Darmstadt, Federal Republic of Germany.

Directory of Members: 1971. **Published by the American Chamber of Commerce in Hong Kong. 59 pp. $4 surface mail, $5 air mail.**

The American Chamber of Commerce in Hong Kong was established in January 1969 by local American businessmen. By the end of March 1971 the Chamber had a total of 360 members. This Directory is current as of that date.

Write: American Chamber of Commerce in Hong Kong, 322 Edinburgh House, Hong Kong.

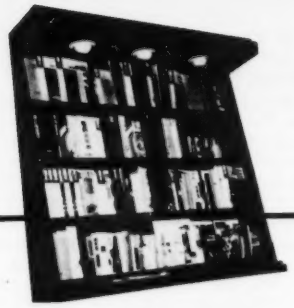
Calendar For World Traders

July 27—Grand Island, Nebr.—Seminar on Foreign Trade, Holiday Inn, 9 a.m.-5 p.m. Sponsors: REEC, SBA, Midwest International Traders Association, Nebraska Department of Economic Development, Field Office.

Aug. 3—Chicago—Automotive Exporters Club of Chicago, Builders Building.

Aug. 10—Chicago—Export Seminar, Commerce Field Office.

Sept. 22—Stratford, Conn.—Combination Export Managers Association of Connecticut luncheon, Publick House Restaurant, 11:15 a.m.-2 p.m.



New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its field offices.

DOMESTIC AND INTERNATIONAL BUSINESS

Bureau of Domestic Commerce

Confectionery manufacturers' sales and distribution 1970. 23pp. 20¢. This 44th annual survey includes 210 confectionery manufacturing plants.

Marketing and the low income consumer. Revised. 73pp. 65¢. Contains 326 entries dealing with the characteristics of the market system serving low-income consumers.

Authorized construction—San Francisco Bay Area: May 1971. (SF-C-). 8pp.

Chemicals. Vol. 8, No. 1. Annual subscription $1.50 (50¢ more for foreign mailing). Single copy 40¢.

Bureau of International Commerce

Foreign Economic Trends. Annual subscription $15 ($6 more for foreign mailing). Single copy 10¢.

Nigeria (ET 71-058). 12pp.

Korea (ET 71-061). 12pp.

Hong Kong (ET-71-063). 12pp.

International Marketing Information Service

Exhibitor's Export Market Guides

Rapid growth in French market for telecommunications equipment seen (IMIS 71-022). 4pp. 10¢

World Markets for U.S. Exports

Food processing and packaging machinery and equipment—Belgium (IMIS 71-210). 11pp. 10¢.

Food processing and packaging machinery and equipment—Philippines (IMIS 71-211). 15pp. 10¢.

Food processing and packaging machinery and equipment—The Netherlands (IMIS 71-212). 14pp. 10¢.

Pumps, valves and compressors—Brazil (IMIS 71-213). 15pp. 10¢.

Food processing and packaging machinery and equipment—France (IMIS 71-219). 9pp. 10¢.

Food processing and packaging machinery and equipment—Canada (IMIS 71-214). 14pp. 10¢.

Food processing and packaging machinery and equipment—Switzerland (IMIS 71-225). 12pp. 10¢.

Trade Listings

American firms, subsidiaries and affiliates —Indonesia. $1.

American firms, subsidiaries and affiliates —Switzerland. $1.

ECONOMIC AFFAIRS

Survey of Current Business. Vol. 51, No. 6. Annual subscription $9 ($3.75 more for foreign mailing). Single copy $1.

Bureau of the Census

Business Conditions Digest. Data through May. Series ES1 No. 71-6. Annual subscription $15, including supplements ($3.75 more for foreign mailing). Single copy $1.50. This monthly report brings together many of the economic time series found most useful by business analysts and forecasters.

Defense indicators. Series ES4 No. 71-6. Annual subscription $3.50 ($1 more for foreign mailing). Single copy 35¢. This monthly report contains the principal time series on defense activity which influence short-term changes in the national economy.

County Business Patterns 1970

California (CBP-70-6). 192pp. $1.50.

Delaware (CBP-70-9). 38pp. 40¢.

District of Columbia (CBP-70-10). 28pp. 35¢.

Georgia (CBP-70-12). 152pp. $1.25.

Indiana (CBP-70-16). 150pp. $1.25.

Kentucky (CBP 70-19). 110pp. $1.

Louisiana (CBP 70-20). 100pp. $1.

Maryland (CBP 70-22). 82pp. 70¢.

Minnesota (CBP 70-25). 112pp. $1.

Nebraska (CBP 70-29). 78pp. 70¢.

North Dakota (CBP-70-36). 49pp. 50¢.

Oregon (CBP 70-39). 75pp. 65¢.

South Carolina (CBP-70-42). 92pp. $1.

South Dakota (CBP-70-43). 50pp. 55¢.

Tennessee (CBP 70-44). 125pp. $1.

Washington (CBP 70-49). 85pp. 70¢.

West Virginia (CBP 70-50). 77pp. 60¢.

Wisconsin (CBP-70-51). 128pp. $1.

Construction and Housing

Sales of new one-family homes (C-25-71-Q1). Annual subscription (including monthly, quarterly, and annual reports), $3. Single copy prices: Monthly, 10¢, quarterly 25¢ and annual $1.

Housing authorized by building permits and public contracts: April 1971 (C40-71-4). Annual subscription $8 ($2 more for foreign mailing). Single copy (annual), $2; single copy (monthly), 55¢.

Housing starts: May 1971 (C20-71-5). Annual subscription $2. Single copy 20¢.

1970 Census of Housing

General Housing Characteristics

Arizona (HC(1)-A4). 65pp. 65¢.

Maine (HC(1)-A21). 67pp. 70¢.

Montana (HC(1)-A28). 57pp. 65¢.

Utah (HC(1)-A46). 65pp. $1.

Distribution and Services

Weekly retail sales. Estimated sales of U.S. retail stores, week ending June 26 (CB-71-337). 2pp. 10¢.

Weekly retail sales. Week ending July 3 (CB 71-338). 2pp. 10¢.

Monthly retail trade—sales and accounts receivable: April 1971 (BR-71-4). 33pp. 25¢.

Foreign Trade

General imports—world area by commodity groupings: annual 1970 (FT 155-70). 470pp. $3.25.

Exports—commodity groupings by world area: annual 1970 (FT 450-70). 397pp. $2.75.

Exports — world area by commodity groupings: annual 1970 (FT 455-70). 672pp. $5.50.

Export and import merchandise: May 1971 (FT 900-71-5). Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Airborne exports and general imports: April 1971 (FT 986-71-4). Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Gold movements: May 1971 (FT 2402-71-5). Annual subscription $1. Single copy 10¢.

Imports—commodity by country: April 1971 (FT 135-71-4). Annual subscription $21 ($5.25 more for foreign mailing). Single copy $1.75.

Imports—TSUSA commodity by country: annual 1970 (FT 246-70). 616pp. $5.25.

Highlights of exports and imports: May 1971 (FT 990-71-5). Annual subscription $5 ($1.25 more for foreign mailing). Single copy 45¢.

Exports — SIC-based products: annual 1970 (FT 610-70). 690pp. $5.25.

Governments

Quarterly summary of State and local tax revenue: January-March 1971 (GT71 No. 1). 8pp. 10¢.

Industry

Sheets, pillowcases, and towels: 1970 (MA-23X(70)-1). 8pp. 25¢.

Softwood plywood: 1970 (MA-24H(70)-1). 8pp. 25¢.

Magnesium mill products: 1970 (MA-33G (70)-1). 4pp. 25¢.

1967 Census of Manufactures

Concentration ratios in manufacturing—Part 3: employment, payrolls, capital ex-

penditures, and other general statistics (MC67(S)-2,3). 80pp. 70¢.

Materials consumed (MC67(1)-6). 206pp. $1.75.

1967 Census of Mineral Industries

Crude petroleum and natural gas (MIC67 (1)-13A).

Population

1970 Census of Population

Arkansas (PC(1)-A5). 52pp. 45¢.

Iowa (PC(1)-A17). 64pp. 50¢.

Louisiana (PC(1)-A20). 44pp. 40¢.

Massachusetts (PC(1)-A23). 47pp. 40¢.

South Carolina (PC(1)-A42). 41pp. 40¢.

Current Population Reports

School enrollment: October 1970 (Series P-20, No. 222). 52pp. 55¢. Contains charts, text tables, and detailed tables.

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Fundamental aspects of dislocation theory (Spec. Publ. 317, Vol. I and II). Vol. I contains 757pp; Vol. II contains 624pp. $8.25 per set of 2 volumes (sold in sets only). These proceedings contain research papers, discussions thereon, and panel discussions for the conference on "Fundamental aspects of dislocation theory," held under the auspices of the Institute for Materials Research, April 21-25, 1969, at the laboratories of the National Bureau of Standards, Gaithersburg, Md. Approximately 75 contributed papers and two panel discussions are included.

Technical notes

Activation analysis: a bibliography (Tech. Note 467, Part I and Part II). $5.25 per set of 2 volumes (sold in sets only). Part I contains 477pp. Part II contains 202pp. References to papers published in the open literature which describe work using activation analysis are printed from a computer based storage retrieval system. Part 1 is a listing of references according to accession numbers (approximately 5300), while part 2 is composed of four appendices.

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National Technical Information Service. *Order the following reports on Government-sponsored research from: National Technical Information Service, 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service.*

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Bibliography on the hazards of artificial cardiac pacemaker exposure to radio frequency fields and electric shock (AD-724-285). Naval Medical Research Institute, Bethesda, Md., paper copy $3, 11pp.

Analyses of natural gases (PB-199 115). Bureau of Mines, Washington, D.C., magnetic tape, $55.00, 1 reel (please specify tape recording mode desired: (1) 7 track, 556 or 800 BPI, odd or even parity, or (2) 9 track, 800 BPI, odd parity). Contains routine analyses and related source data for more than 8,500 natural gas samples collected as part of a continuous survey of the free world for occurrences of helium.

Coastal-zone oceanographic requirements for earth observatory satellites A & B, Part I (N71-17262). TRW, Inc., Redondo Beach, Calif., for NASA, Feb. 1971, paper copy $6, 408pp. Identifies information requirements for effective management and conservation of our Coastal Zones, and determines what significant problem-oriented data can best be provided by space platforms. Information needs are considered for the following priorities: pollution, fisheries, hazards to shipping and coastlines, and geography/hydrology/cartography.

Systems Management techniques and problems (N71-22026). Marshall Space Flight Center, Ala., paper copy $3, 136pp. Selected papers presented at Systems Management Conference held March 31, April 1 and 2, 1970, Los Angeles. Papers describe history and trends of systems management, basic principles and caveats, and the nature of various public and private complex problems in need of systems approach for solution. A bibliography of NASA Systems Engineering and Management documents is included.

The evaluation of management information systems (AD-723 083). Carnegie-Mellon Univ., Pittsburgh, Pa., Sept. 1970, paper copy $3, 26pp.

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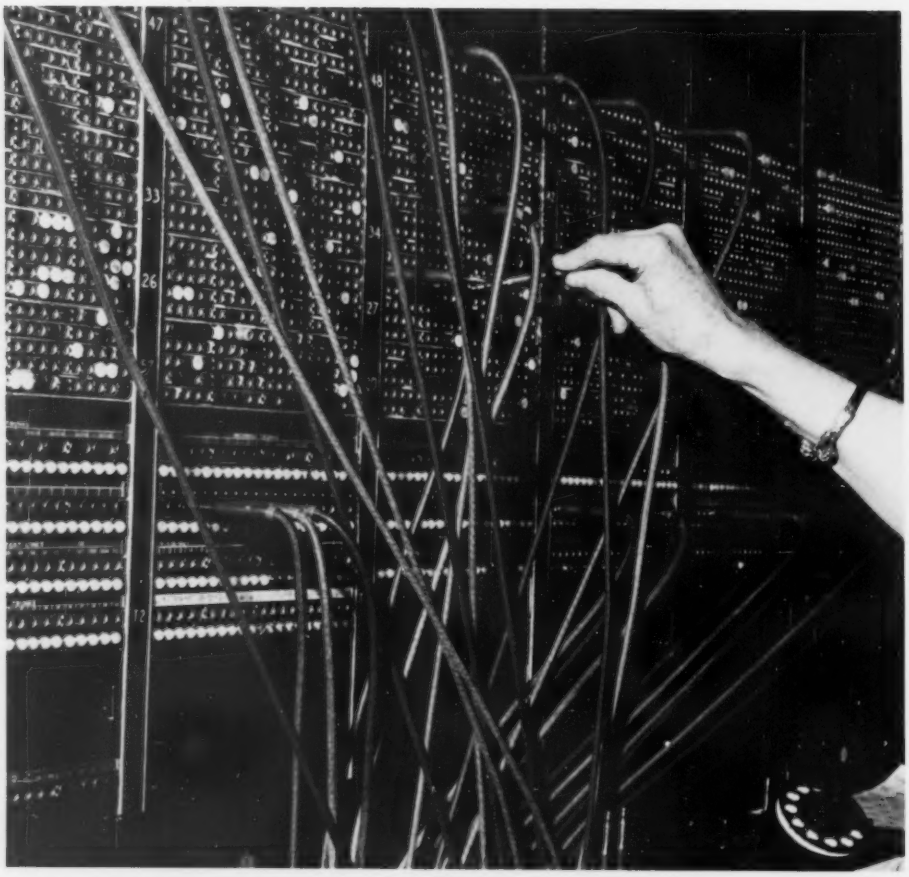

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